A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

December 16, 1963

FURCHE
Echo der Heimat
Schilling wieder in Gefahr
Soldaten-Zeitung
Alpenruf
MILLIONEN REINGEWINN DER KRANKENKASSEN
Nachrichten
KANONEN
Die Wochenpost
Der Volksbote
Erzähler
Wirtschaft
Belastungsstopp als Inflationsbremse
Sport

Newspapers best advertising media in Austria

Business Bulletins *from around the world*

AFGHANISTAN—Trade agreement with Iran renews earlier agreement; envisions trade expansion. Telecommunications agreement provides direct telegraphic and wireless links between two countries.

BELGIUM—Ampex Corporation, San Francisco, to construct plant for manufacture of instrumentation, computer-tape recording equipment for sale in Common Market. Facilities to be leased near Brussels until planned 2,000-sq. ft. building completed in 1965.

BRAZIL—Imports of "Special" category goods (non-essential), certain "General" category products now subject to prior-deposit requirement of 200 percent.

CEYLON—West German aid offer comprises $1.5 million loan for development of small and medium-scale industries; also grant of all necessary equipment, German technicians to train skilled industrial workers and hostels for trainees.

COLOMBIA—Inversiones Esso de Colombia, established by Standard Oil Company of New Jersey, plans $700,000 investment in new Colombian metal-working firm, Forjas de Colombia, to forge and manufacture all types of metal products, parts, spare parts from five to fifty kilograms in weight for various manufacturing, assembling operations.

COSTA RICA—Government announces Honduras ratification approving Costa Rica's accession to General Treaty of Central American economic integration. Free commerce for wide variety of items under General Treaty began November 9 between Guatemala, Honduras, Costa Rica.

FRANCE—Government makes $4 million grant to Republic of Niger to finance 37 development projects listed in Niger's FY '64 budget. Also grants Niger $800,000 equity participation in cement plant to be built.

GERMANY—Omni-Pac GmbH Verpackungsmittel, Hamburg, German subsidiary of Diamond National Corporation, of New York, puts into operation new plant for manufacture of packing materials from molded pulp. Plant cost more than $5 million; will supply Germany, France, Benelux countries.

LEBANON—Import license now required for unstained grained glass. Import had been free from licensing requirement since January 1961. Reimposition of licensing restriction done as protective measure.

NETHERLANDS—J.T. Baker Chemical Co. and Koninklijke Industriele Maatschappij Noury & Van der Lande set up Noury-Baker N.V. for manufacture, marketing of reagents, fine chemicals.

N.V. Auto-Industrie Verheul recently shipped largest export order for buses ever placed—150 city buses to Montevideo, Uruguay.

NIGERIA—Final statements of Government budget for 1962-63 fiscal year (first year of 6-Year Plan) show surplus in recurrent account of $23.8 million—nearly one third of $75.5 million forecast to be available from this source during entire period of Plan for developmental financing. Surplus of $22.4 million budgeted for fiscal 1963-64; if trend in Government finance continues, funds generated for capital development may exceed Plan target by as much as $56 million.

Marketing-board prices to producers in 1963-64 season remain constant for peanuts and cotton; increase by more than 6 percent for soybeans over last season's prices according to Northern Nigeria Government. With favorable production outlook for these major crops, consumer purchasing power in Northern region should continue upward trend.

SPAIN—Suspension until January 21, 1964, of import duties on imports of up to 2,500 metric tons of sugar beet seed announced by Ministry of Commerce because of expected short falls in domestic production.

Fiscal tax on imports of beet, cane sugar reduced to 10% (from 12%) for one year.

SWITZERLAND—General Dynamics Corporation to close Geneva office at year's end; will transfer activities to Paris.

TAIWAN—Executive Yuan of Government issues order implementing decision to bring pirated book and record exports under smuggling law, making stiffer penalties possible. Illegal export of such books, records, regardless of quantity, punishable by fine and/or imprisonment.

Total exports for 9 months 1963 amounted to US $265.7 million, increase of $90.3 million (51.5%) over same period 1962. About 2/3 of increase due to high export price of sugar. Total imports were US $254.3 million, down $16.8 million from same period 1962.

TANGANYIKA—Finance Minister announces British Government offer of $2.3 million grant, $1.4 million to be used for construction of science faculty building at University College, Dar es Salaam. His six-week tour of Britain, U.S., Switzerland and Italy included discussions involving $42 million in potential loans, grants and private investments, primarily for education, hotels, sisal, textile production.

UNITED ARAB REPUBLIC—Collins Radio International signs agreement with Egyptian General Organization for Cinema, Broadcasting and Television to extend television network to Upper Egypt.

American International signs oil concession agreement covering 70,000 square kilometers of the Western Desert south of Cairo. UAR will be beneficiary of 75/25 profit split in event of commercial discovery of oil.

UGANDA—Minister of Agriculture considers cut in prices paid to peasant coffee farmers to be "inevitable." Reportedly as result of over-production there are 50–60,000 tons of coffee in excess of 110,000-ton quota allotted by International Coffee Marketing Agreement.

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Frederic S. Otis
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America A. W. Favale
Director of Graphics

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the cover

How much does Austria spend on advertising each year? The figures for 1962 tell the story well. Money spent for this industry last year reached $62 million, about $8 per capita. A large portion (64%) of this total (see cover photo) went for newspaper and magazine advertising. A report on this growing industry, and how U.S. manufacturers can use it to tell Austrians of their products, appears on pages 11 and 12.

International Commerce

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HANNOVER
Edwin Fischer
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Schöpfung
EUGEN JOCHUM

POSTER ADVERTISING: The use of posters on buses, street cars, "Litfass-Saeulen" (upper right) and in other public places is widespread in Austria.

Market merits attention

Opportunities in Austria improve as per capita GNP rises, import liberalization continues

By WALTER H. BUCHDAHL

Ass't. to the Director for Regional Affairs, European Division, BIC

Austria, with a population of over 7 million, offers improving oportunities for increased exports of U.S. consumer goods.

Consultations between Austria businessmen and members of the U.S. Consumer Goods Trade Mission which visited there last month revealed certain possibilities which hold hope for almost immediate returns; other inquiries, though indicating considerable interest by Austrian importers or would-be agents, may require additional efforts before actual transactions take place.

Austria's economy, having shown a remarkable growth rate since 1958—in spite of a slower rate in 1962—has pushed the per capita figure of gross national product in real terms to slightly over $1,000, or a 25% increase in 4 years. Effective purchasing power is greater than it appears from the per capita GNP figure, as Government controlled rents are extremely low and social services, including comprehensive medical care, are provided for residents of Austria. Nevertheless, a mass penetration of the Austrian market by U.S. consumer goods will largely depend on further increases in personal income. As the economy continues to grow, chances for additional U.S. exports should increase and lead to eventually more substantial purchases.

Opportunities for increased import of U.S. consumer goods will be enhanced as the Austrian Government pursues its declared policy of greatest possible liberalization of imports and as these objectives are accomplished in the near future.

The Government has prepared a new list of additional liberalizations plus increases in global quotas to become effective on January 1, 1964, and also another list for July 1, 1964. These measures will further facilitate access to the Austrian market for a number of additional U.S. commodities including some consumer goods.

U.S. a newcomer

The Austrian market is a highly competitive one. Many small and medium sized consumer goods producers compete actively for the Austrian customer. Even more important, competition from neighboring countries, in particular Germany, is extremely vigorous and effective. Germany is by far the largest Austrian supplier in most fields and is its biggest customer. Because of the proximity of the two countries and trading relationships which have a long tradition, considerable effort will be required for any newcomer—and the United States is a newcomer in Austria in most consumer goods items—to compete effectively.

Other increasing competition may be expected from Austria's partners in the European Free Trade Association (EFTA). Countries like the United Kingdom enjoy a considerable tariff advantage over non-EFTA members and eventually will be able to export to Austria unhampered by tariffs or quotas. On the other hand, Austria's membership in EFTA should also lead to a further growth of the domestic economy with a subsequent increase in demand for imports.

In spite of existing competition, U.S. exports of consumer goods can be expanded if the manufacturer and exporter are willing to make more determined efforts to gain a foothold. U.S. goods already on the Austrian market have found ready acceptance. New lines could definitely be added if the U.S. exporter takes the peculiarities of the Austrian market into account as indicated in the more detailed reports which follow.

The U.S. exporter, however, should particularly keep in mind three major factors: Austria is not yet ready for a mass volume of most consumer goods imports. Initial orders, though small, should be considered as tokens of more business to come and should be carefully executed. Instructions and descriptions should be in German. Last, but not least, credit terms should be tailored to the requirements of the Austrian importer who expects to get the same terms from the United States that he is able to obtain from a domestic source or from European suppliers.

U.S. consumer goods standing the best chances of introduction into, or expansion in the Austrian market are, in the opinion of the Mission members, synthetic textiles and ready-to-wear, household appliances, medium-priced sports articles and toys, and cosmetics. Although the Mission's main purpose was an expansion of U.S. consumer goods exports, 20 to 25% of the personal interviews involved Austrian firms wishing to sell goods or license production in the United States.

Sportswear manufacturers wished to export directly; chemical and pharmaceutical manufacturers sought to exchange technological processes with their American counterparts or receive manufacturing rights to new American products. The impression gained by members was that Austrian manufacturers seek to respond to changing demands from business and consumers.

U.S. Mission to Austria November 3 - 16, 1963

The U.S. Consumer Goods Trade Mission to Austria operated in Vienna. Individual members and groups of Mission members visited other towns, plants and stores in some of the suburban communities, and several special exhibits in Austria.

The Mission operated a Business Information Center equipped with commercial libraries in Vienna, and attended and addressed 11 meetings including press interviews, meetings with Chambers of Commerce, banks, and businessmen's clubs.

Also, they presented 250 Business Proposals submitted by U.S. firms, and held 160 interviews with more than 318 Austrian businessmen resulting in 385 contacts. Opportunities were developed as follows: For export, 120; for import, 23; for investment, 18.

New forces at work

The 160 interviews conducted by Mission members presented an informative review of forces at work in the Austrian economy: 100-year-old woodworking firms seeking licenses to manufacture steel shelving and fixtures, and well-known chemical and pharmaceutical firms seeking to diversify their production by adding aerosol cosmetic and household preparations epitomize the changes that members observed.

Market interest was noted in central heating and air-conditioning units, automatic accessories and certain types of construction hardware, all perhaps reflecting current demand. In soft goods, agents and manufacturers repeatedly inquired about sources for foundation garments, fabrics for outerwear and rainwear, and fake furs, which may foreshadow future trends in garment manufacture.

The mission's consultations and visits to stores and factories revealed a substantial interest in most things American. While some inquiries—in view of Austria's peculiar situation—will probably not immediately result in large-scale business transactions, the alert U.S. exporter should make a beginning now to lay the groundwork for future expansion of business with Austria.

Publications

Background information on doing business in Austria is available in a variety of publications which may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. These include: *Anti-Dumping Legislation in Austria,* OBR 63-81, 4 pp., April 1963, 15¢; *Basic Data on the Economy of Austria,* Part 1, No. 62-83 (WTIS), December 1962, 15¢; *Establishing a Business in Austria,* OBR 63-99, 18 pp., April 1963, 15¢; *Licensing and Exchange Controls, Austria,* Part 2, No. 62-8 (WTIS), 8 pp., Feb. 1962. 10¢.

Market profile—Austria

Area: 32,369 square miles. About the size of Maine.

Population: 7,074,000. Vienna (capital) 1,628,000; Graz 240,000; Linz 197,000.

Currency: The Schilling. $1.00 equals 26 Austrian Schillings.

Gross National Product: $7.17 billion in 1962, measured in current prices.

Industry: Developed rapidly in past decade. Principal industries: steel, machinery, textiles and chemicals.

Foreign Trade: Exports (1962): $1.26 billion of which $49 million to U.S. Imports (1962) $1.55 billion of which $86.5 million from the U.S.

Retail Sales: Estimated at $2.35 billion in 1962.

Automobiles, Telephones, Television: Of 1,088,476 motor vehicles registered at end of 1962, 556,757 were passenger cars. Telephones (including public booths): 1 per 9 inhabitants for the nation as a whole; in Vienna, 1 per 4 inhabitants. Television: 376,890 reception permits in 1962; one per 16 households.

Mission searches for Austrian customers

The U.S. Trade Mission to Austria visited the Steffe Department store in Vienna and talked with salespeople regarding interest in U.S. goods. Above, Mr. Snell examines the sporting goods stock. Below, Messrs. Levy, Barab, and Snell inspect the clothing department. Right, Blast furnaces in the United Austrian Iron and Steel Works at Linz, an industrial city on the Danube in Upper Austria. Top right, Mission Member Levy finds U.S. toilet articles on sale in Vienna. Right Center, Supermarkets, U.S. style, are becoming quite popular in Austria. Right, bottom, A Record store in Vienna presents a carnival air and contains many hit records from the U.S. Photos courtesy Steffe, Vienna and Curtis J. Hoxter, Inc. Also, Austrian Information Agency.

Old Spice

FISCH

Substantial market in Austria exists for electric appliances, especially air conditioning units

Quality of U.S. merchandise impresses importers who see future demands for electric equipment; few articles need individual import licenses

By SAMUEL S. WURTZEL
Wards Co., Richmond, Va.

The quality of U.S. merchandise impresses Austrian importers and distributors who display a substantial interest in importing U.S. appliances, especially air conditioning equipment.

Except for a few items such as radios, most merchandise may be imported without an individually-validated import license in the electric appliance field.

U.S. exporters can improve their competitive position in the market by corresponding in German whenever possible and by providing literature and instruction booklets in German.

A total of 98 percent of the 2,220,000 residences (apartments and private homes) in Austria are electrified. Approximately 38 percent also have gas, either natural or manufactured, and propane gas is used extensively.

Austria is the largest exporter of electric current in Europe with 75% of production hydroelectric and 25% thermal power. Because of low production costs and government controls, the price of electricity is low, encouraging the use of electrical appliances.

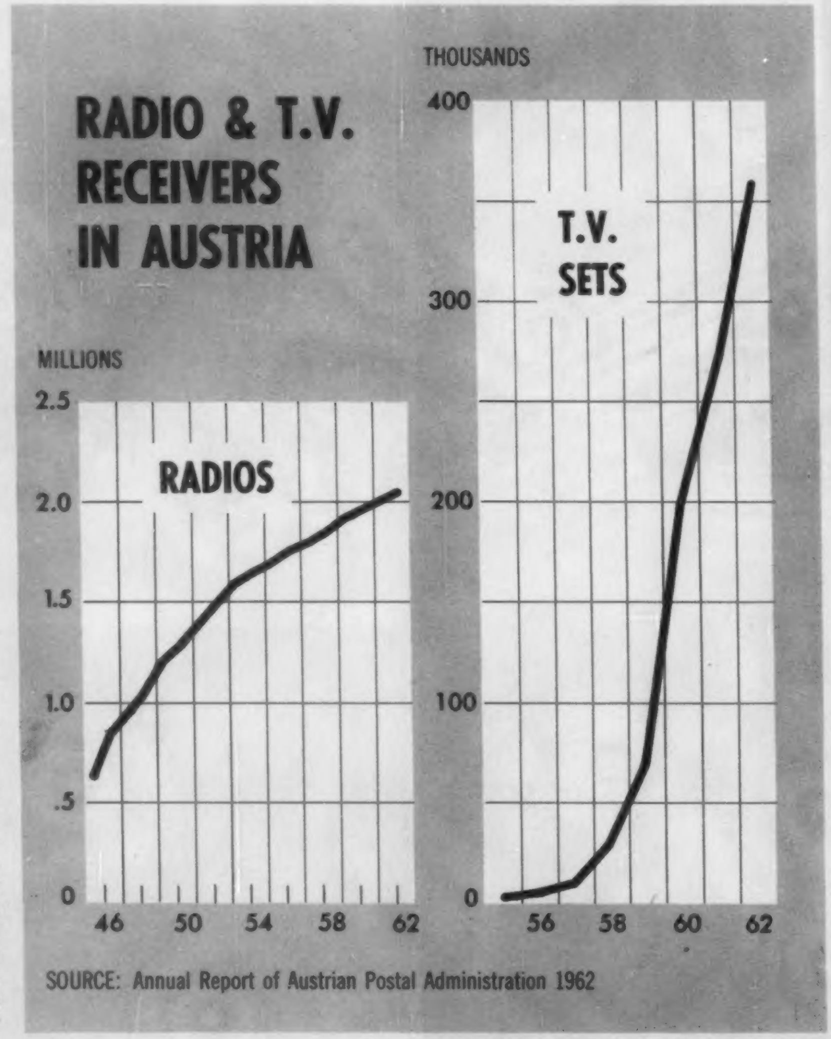
Appliances are distributed through importers, distributors and retailers. The pattern varies, as domestic manufacturers may use distributors or sell directly to retailers. The year 1962 saw the arrival in Austria of the discount movement in this field. Importers also may use distributors or sell directly to retailers.

Utilities are government-owned and do not merchandise appliances. There are a number of utilities. All are members of an association with headquarters in Vienna which maintains an active committee for the purpose of promoting the use of electricity, and also a school for the training of home economics teachers in the use of electric appliances.

The country has a strict safety code covering electric appliances. Before either domestic or imported electrical appliances may be sold, they must pass inspection by a committee. This procedure does not discriminate against imported products.

Less than 25% of all homes have electric refrigerators. These refrigerators usually are small and range from 1½ to 4 cu.ft. There are few large refrigerators such as are common in the U.S. However, the use of electric refrigeration is expanding rapidly. In 1960 there were only 318,000 refrigerators in use. Two years later, 1962, this had increased by 273,000 units to approximately 591,000.

While most of the units previously sold were of the absorption type, this pattern has been changing. Last year (1962) more than 98% of sales in Austria were the compressor type. Imports are primarily from Germany, Italy and Sweden, with the major share of imports supplied by Germany. Domestic production is about 20,000 to 25,000



SOURCE: Annual Report of Austrian Postal Administration 1962 units annually. A few units are imported from the U.S. It is reported that one of the large U.S. manufacturers is planning to intensify sales efforts beginning in 1964.

Freezers are not in general use but sales are expected to develop as supermarkets expand their self service operations and offer greater varieties of frozen foods. A market for combination refrigerator-freezers is developing.

There is substantial interest in air conditioners—both large package units for commercial installations and window type units for home use. For home use, units of one hp. and larger are in demand. Some sales volume can be expected to develop in this item. Five hp. and larger commercial units are also in demand.

U.S. production of air conditioning equipment is highly regarded and would receive preferential treatment by importers and users. While the demand for air conditioners appears inconsistent in a market lacking high temperatures, the high humidity in the Danube basin has stimulated the demand.

There is a demand for commercial types of dishwashers for hotel and restaurant use as well as an interest in household type units. Sales of this appliance should expand fairly rapidly.

About 12% of the homes have automatic or semi-automatic electric clothes washing machines. Because of limited supplies of hot water in homes, most units have electric heating elements to raise the temperature of the water from 40° to 95° centigrade (104° to 203° Fahrenheit).

Automatic washers generally have a control to regulate water temperature for the type of fabrics being washed. The use of automatic washers is expanding rapidly. Some are being manufactured locally, but most units are imported, with Germany the largest supplier. The U.S. may be able to obtain a share of this market, provided the units are made to meet the market requirements.

Very few dryers are presently in use but this item is expected to become popular. Almost 11,000 electric dryers were manufactured in Austria in 1962, the first year in which statistics were kept for this product. U.S. manufacturers have an opportunity to serve this market.

Both gas and electric ranges are in general use. The market needs are provided for by local manufacturers and some imports, primarily from Germany. It is believed that the opportunity for imports from the U.S. for ranges is limited.

Small electrics (traffic appliances) are in popular use, and a good market exists for both imported and domestic production. There is particular interest in vacuum cleaners, floor polishers, blenders, and shoe polishers.

The television market is supplied by local manufacture and imports primarily from Germany. Some are imported from Italy. The popular units are the 19" and 23" table model with both VHF and UHF reception. U.S. production has good acceptance in this rapidly expanding field. U.S. manufacturers who are prepared to produce units with European electrical characteristics and a 625-line picture will have an opportunity to obtain a share of the market.

Retail market prices in Vienna for leader models follow:

19" table model with UHF approx. $235.

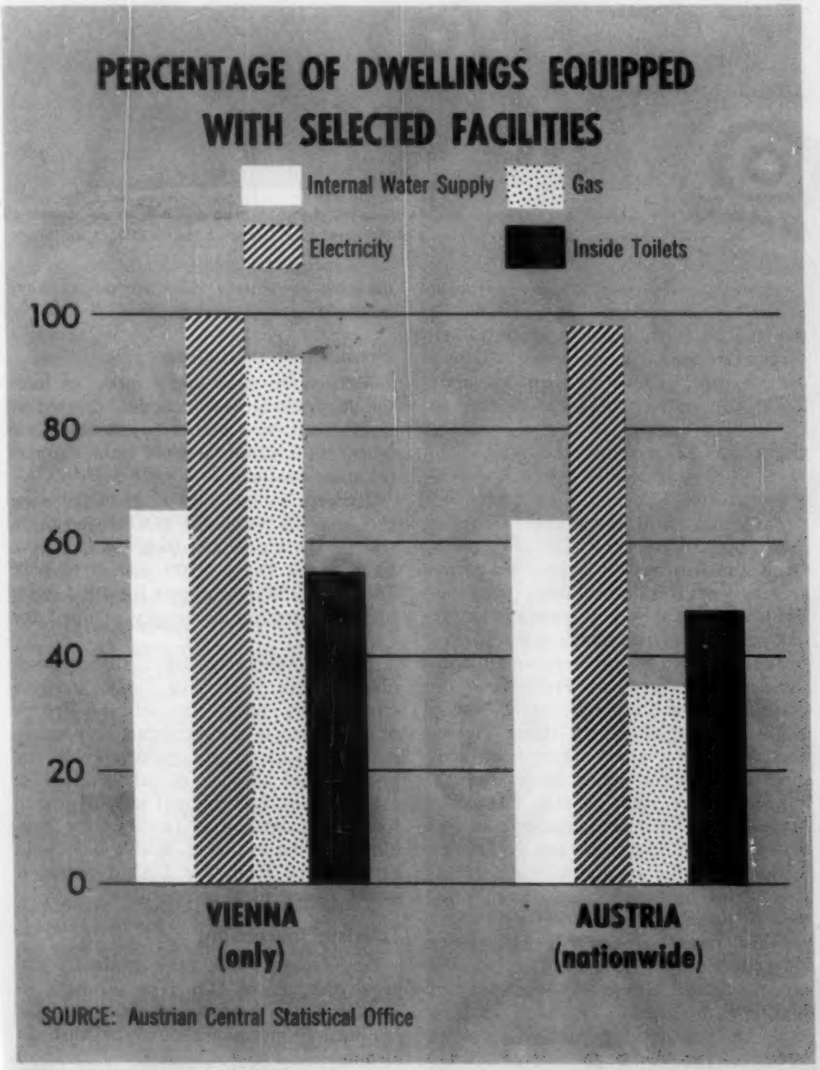
19" table model without UHF approx. $205.

23" table model with UHF approx. $260.

23" table model without UHF approx. $235.

Feature 23" table models sell for $300 up.

Credit sales of appliances are fairly common, although not to the degree known in the U.S. In some sections of the country, utilities finance the time payment sales contracts for the dealers and include monthly payments with their electric charges.



SOURCE: Austrian Central Statistical Office

On March 1st, 1962, a new credit law went into effect that requires all type payment contracts, within certain limitations, to be in writing and to extend for a period not exceeding three years. On purchases up to $115, a down payment of 10% is required. For sales over $115 and up to $1920, down payment must be 20%. In the autumn of 1961, the Government estimated that the total consumer debt was approximately $230 million or about $115 per home.

220 volt 50 cycle is standard throughout the country. The television system is 625 lines instead of the 525 system used in the U.S., with only one network covering the country.

Prices on the Austrian market are high as compared with retail prices in the U.S. Of course, the additional expenses of freight and duty must be included to arrive at a landed cost. It would appear that there is room for a reduction in the distribution costs through careful selection of a distribution pattern.

KÄSE · BUTTER · EIER · HONIG

AUSTRIAN SMALL BUSINESS: Small village produce shops sell cheese, butter, milk and honey in most of Austria and Mission members found little likelihood of increased food imports from the U.S. in the future.

Market in Austria not too promising for food from U.S.

Food stores generally small; tariff reductions being sought

By JOSEPH B. HALL

Kroger Co., Cincinnati, Ohio

The export of U.S. food to Austria is not likely to increase considerably in the near future despite a general increase in the Austrian standard of living.

The per capita income is still low compared to that of most other Western European countries, with the result that on the average 40% of individual spending money goes for food. In the lower income groups this average is as high as 50%. Since the country is virtually self-sufficient in food production—almost 90% of total food requirements is produced locally—imports of staple food have been comparatively small.

According to Austrian sources, any increase in personal income would be spent not for food but for better housing, household furnishings and appliances. There seems to be only a very small market for additional food imports.

Food distribution

Food stores total 28,000. More than 50% are members of central buying organizations—voluntary chains, corporate chains or cooperative organizations. At the end of 1961, there were 1,400 self-service stores in operation, small, however, in size, as most of them are under 2,500 square feet in area. A total of 675 (48%) belong to the SPAR voluntary chain, 300 (21%) to ADEG, 130 (9%) to A & O and 130 (9%) to KONSUM, a cooperative.

At the beginning of 1963, the Cooperative Organization of Voluntary Trading Groups in Austria was established by five grocery organizations comprising 80 wholesalers and 8,500 retailers representing 35% of the total retail trade.

Stores generally are very small compared to U.S. standards. Fresh meats are sold in separate butcher shops, bakery products in small bakery shops. Housewives visit the stores daily since only about 25% of the homes have refrigerators which are small in size. Choice of canned goods varieties is small; cost customers prefer fresh fruits and vegetables.

The one major corporate chain started as a series of coffee stores. Even now, 50% of its sales are in coffee. This chain has just recently opened a self-service store containing a fresh meat department which is leased. There are few stores of this type in Vienna, although smoked meats and sausage are handled in many grocery stores. Although "supermarkets" do exist in Austria, they are not as large as the ones common in the U.S.

Seek tariff reductions

Efforts are now being made to have the Austrian Government reduce specific tariff duties on a number of canned food items since there are no local canners for these products.

Export of some food products from the U.S. may be increased. U.S. frozen poultry has been accepted well. Quotas have been raised from 1,500 metric tons in 1963 to 2,250 metric tons for 1964, with full liberalization reportedly planned for 1965.

Price competition from foreign suppliers makes import of single strength citrus fruit juice impractical. Frozen orange juice is not accepted at present, partly because of unfamiliarity with the product and absence of refrigeration in many homes. Institutional sales of frozen foods may develop as facilities for handling become available. Edible oils could be imported from the United States if prices would meet competition.

Tourism increasing

One factor which may gradually improve the sale of U.S. type products in Austria is the increase of tourism. This has been an increasing source of Austrian income.

There's business to be done in Austria's toy, sporting-goods fields—but not for the asking

Eased import restrictions pave way for selective marketing of competitively-priced items meeting needs of population

By MARVIN BARAB
Mattel, Inc., Hawthorne, Calif.

Austrian import restrictions on toys and sporting goods have been greatly eased. In many instances, customs duties have been reduced, especially those applying to the imports from EFTA (European Free Trade Association) countries. Several key members of the industry believe that remaining quantitative restrictions will be removed within a year.

The removal of the remaining restrictions should ease American entry into this market on a selective basis. It is questionable, however, whether as wide a selection of U.S.-made goods could be imported as in countries where personal income and standards of living are much higher.

In the past few years the birth-rate has exceeded the death-rate in this country with a total population of about 7 million—approximating metropolitan Los Angeles.' The under-20 age group totaled 2,120,000 in 1961 and 2,027,000 in 1951, an increase of less than 5%. The under-10 age group showed an increase of less than 3%, going from 1,043,000 to 1,077,000.

To and from U.S.

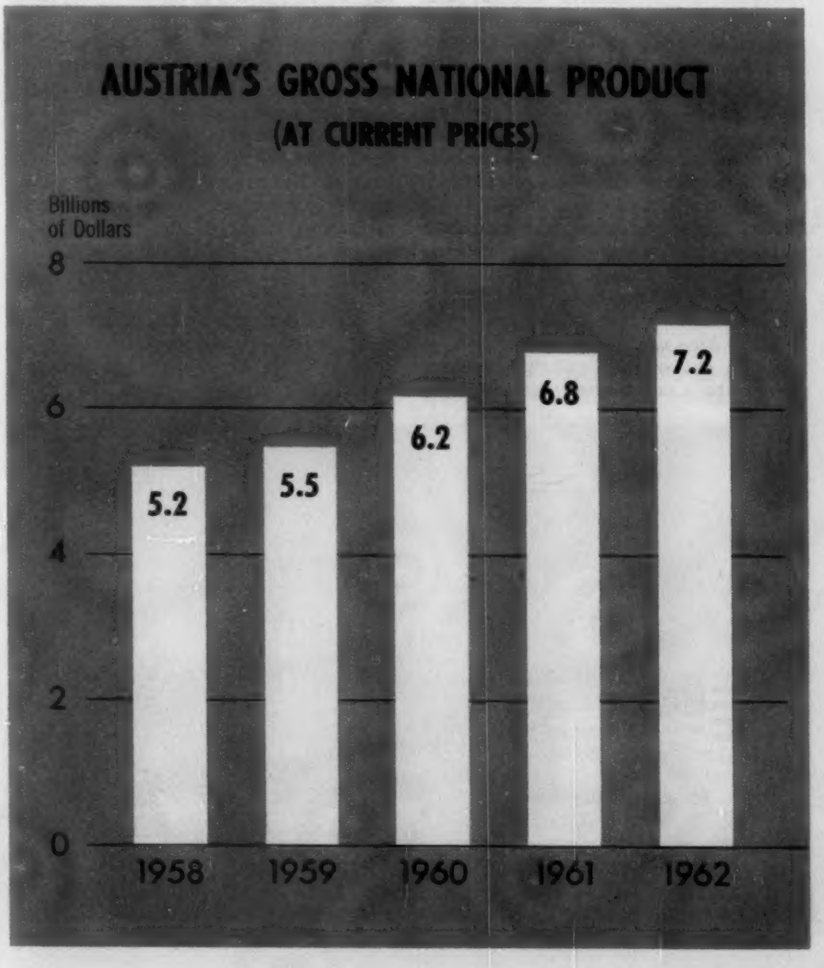
Austria's imports of toys are almost three times as great as its toy exports. In 1962 only 1% of the imports were from the United States while 25% of Austria's toy exports were to the United States. Sporting-goods exports from Austria, however, were almost four times as much as her imports. Only 5% of her sporting-goods imports were from the United States while 24% of her exports were to the U.S.

The immediate future is promising for American exporters of the more unique lower-priced toys, sporting goods, camping and other outdoor equipment. Business will not be there just for the asking—it will be necessary for American manufacturers to recognize the requirements of this market and, where necessary, to adapt their methods accordingly.

The Austrian toy stores and toy departments of department stores in many respects resemble the typical American toy stores and departments. The major differences are less self-service and a definite emphasis on lower-priced lines. Japanese and lower-priced German items are very much in evidence. A few of the better-quality stores carry limited selections of American products. According to one authority, only 10 to 20% of toys sold locally are made in Austria. Germany is still the major source, followed by England, France, and Italy. There are indications that Germany's share is declining somewhat while that of EFTA countries is increasing.

More specialization

Most sporting goods and outdoor recreation equipment can be found in Austria, except for the typically American baseball, football, and basketball. Generally, the U.S. type of sporting-goods store is only located within the larger department stores. Austrian sporting-goods stores are far more specialized. Fishing and hunting equipment are rarely found—these are the province of the specialists. The typical sporting-goods store places as much—and often more—emphasis on sports clothing as on actual equipment.



Although "Made in USA" is a prestige symbol that implies quality merchandise, "Made in Germany" is widely encountered, especially for toys. This is not surprising, in view of the common language, many years of cultural and trade exchange between the two countries, and the fact that many popular periodicals originate in Germany rather than Austria. American manufacturers of toys and sporting goods must offer uniqueness of design and good quality at competitive prices if they are to become established in Austria.

In a country of small-apartment dwellers, reluctance to purchase the larger indoor toys that would get in the way limits the potential of many U.S. toys. In spite of this problem, however, train sets are obviously popular items. Auto-race sets and modelling kits are also being introduced, and some dealers expect them to be popular.

The relatively low level of personal income and traditional dependence upon European supply sources impose other limitations, but there are definite opportunities and selected items can certainly be exported to this market in increasing quantities.

Basic considerations

Price is the most important factor making for a paucity of U.S. products in Austrian toy stores. Lack of effort and interest among American businessmen is another major cause. Austrian demand currently centers upon educational toys and hobbies, and products of several U.S. manufacturers of model-airplane, ship, and car kits are doing well. There is room for still more. Similarly, there appears to be a satisfactory market for the less expensive novel and mechanical items made by many American firms. More expensive items will find a limited market, selling probably only to tourists and some of the more affluent Austrians.

Winter sports probably account for the largest segment of the sporting goods market. The fact that U.S. products are accepted is proved by the success of a couple of American manufacturers of high-quality skis. Their reputation is unquestioned, in spite of the fact that Austria itself is a major exporter of skis. Because of the premium price of the U.S. skis, however, the market is limited to the top income group and the very important tourist market. Specialized ski equipment should be able to find a market in Austria.

Camping equipment—as in most European countries—is probably the next most important sporting-goods category. Few, if any, U.S. camping products are currently found in Austria. There are several Austrian major tent manufactuers and substantial imports of others from France and Germany. There is a possible market —but limited—for the rapid-assembly travel tents gaining popularity in the U.S., and for tent-trailers to a lesser extent. Camping appliances such as stoves, lanterns, and heaters are operated from bottled gas and are usually imported from France. There does not appear to be a market for typical American camping appliances. Some of the smaller, more unique camping accessories currently being introduced in the United States might find a market.

Motor-boating activity, although still quite small, shows some promise of growth, to the benefit of U.S. manufacturers. The interest is primarily in 4-cycle motors, as the 2-cycle variety is prohibited on most Austrian lakes. Indeed, motor-boats of any kind are apparently banned on many lakes. Small run-abouts and sports boats, priced competitively, should find a limited market in Austria.

Only a few golf courses exist, providing a very limited market. As the standard of living increases, this market may improve.

Bowling is becoming quite popular. Bowling accessories should, therefore, show increased sales volume.

Fishing is not as widespread as in the United States. Much equipment is locally manufactured, with substantial imports from Japan. Some is currently being imported from America. More novel, less expensive American fishing equipment should find a market in Austria.

Ice skating and ice hockey are popular activities. Hockey skates are imported from Canada, with the bulk of the other items made locally or imported from European countries. It is questionable whether U.S. firms can make a substantial impact in this field.

Distribution and merchandising

On the average, toys and playthings carry approximately a 33⅓% retail markup, while that for sporting goods is about 30%. There is very little price competition among retailers.

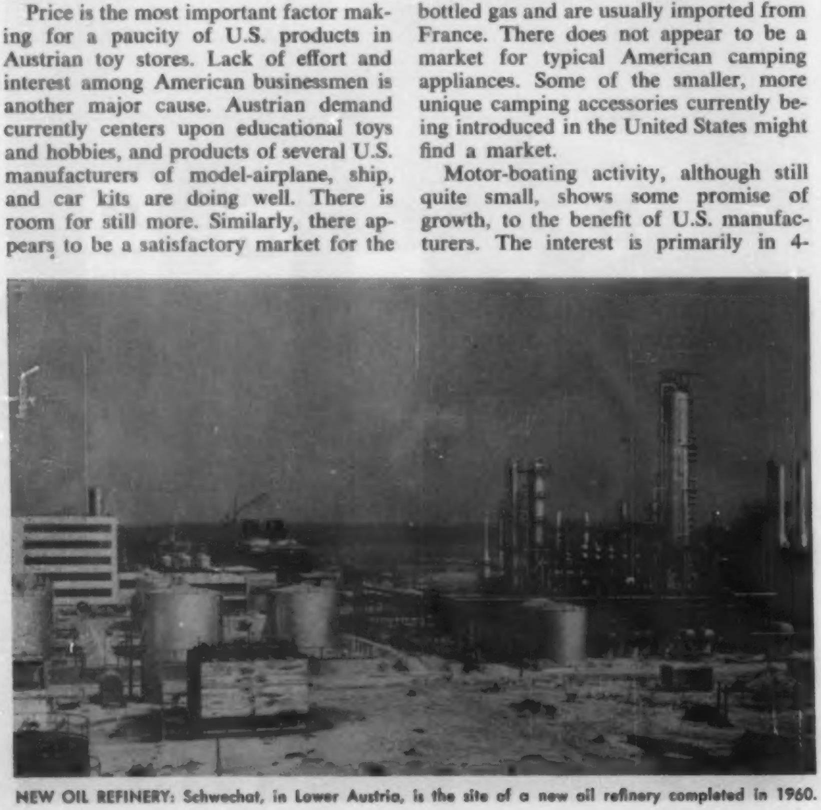
Advertising practices, especially for toys, differ considerably from those in the United States. Commercial television is considered too expensive for toys and sporting goods. Advertising is limited to newspapers and, during the busy season, radio and occasionally movies. This, of course, places a limitation on those U.S. products which depend upon television demonstration to create demand.

There are an estimated 400 to 500 sporting goods stores. Approximately 2,500 stores sell toys and playthings in Austria. These figures include department stores.

There are about 25 functional toy wholesalers and jobbers, but only one general sporting-goods wholesaler of importance. Many Austrian manufacturers of one or more sporting-goods items act as jobbers of other related items so as to present full lines to their retail customers.

Combined orders

On an informal basis, it is not unusual for several of the major toy wholesalers or retailers to join together to place combined orders for specific items in order to take advantage of quantity discounts. There are no formally organized buying



NEW OIL REFINERY: Schwechat, in Lower Austria, is the site of a new oil refinery completed in 1960.

groups specializing in toys or sporting goods. A few stores belong to a German buying group.

The Christmas season is the big season for toys but does not account for quite as large a portion of the total year's business as in the United States. For example, a major Vienna toy and sporting goods store indicated that the last 3 months of the year accounted for 55% of its total toy sales for the year. The same three months accounted for 50% of the store's sporting-goods volume for the year—almost entirely concentrated in winter-sports items.

Hints

As Austria's economy grows—and in view of extended vacation periods of 3 weeks or more—the market for selected U.S. toys, sporting goods, and outdoor recreation products may increase. The market will not be substantial or profitable, however, for firms unable or unwilling to adjust to the requirements of this small country.

A complaint often heard is that many American firms "can't be bothered" with the size of orders that most Austrian firms are able to give. Further, complaints are heard that many letters to U.S. firms go unanswered. This creates resentment against all American firms.

Very few Austrian firms have even been approached by American companies or their agents. If a representative from the home office can't make occasional trips to the country, it is usually advisable to appoint a local agent who knows the Austrian trade and its practices.

Whenever written instructions are necessary for a product, they should be furnished in German. Lack of such instructions necessarily limits the potential of any item in Austria, even though many people do speak and read English.

Import liberalization opening Austrian market

Ad valorem duty rates apply to most of the positions in the present Austrian customs tariff that became effective in 1958. Imports of raw materials are accorded duty-free entry or are assessed rates up to 10 per cent; semifinished products are subject to rates up to 20 per cent; and finished products carry rates ranging from 20 to 40 per cent.

Where specific duties are levied, the tariff incidence may in some cases be higher. A turnover equalization tax is assessed on the duty-paid value of most imported commodities. This tax is designed to subject imported goods to the same tax burden as is imposed on domestic goods which are subject to a turnover tax. The turnover equalization tax amounts to 1.8 per cent for certain foodstuffs, 5.25 per cent for semifinished products and some finished products, and 6.75 per cent to 8.25 per cent for other finished products.

Business Contacts

U.S. businessmen interested in trading or establishing business contacts in Austria can receive assistance by consulting any of the 39 Department of Commerce Field Offices.

Businessmen may also consult with the Economic Office of the Austrian Embassy, 2343 Massachusetts Avenue, NW., Washington, D.C. 20008, or the Austrian Trade Delegate at one of the following addresses: 31 East 69th Street, New York, New York 10021 (Eastern Seaboard States); 195 South Beverly Drive, Beverly Hills, California 90212 (West Coast); 2925 N. Pinegrove Avenue, Chicago, Illinois 60657 (Midwest and Mountain States); and 7316 Pershing Avenue, St. Louis, Missouri 63130.

In the past few years, the Austrian government has enacted several temporary tariff reductions which have been extended until they are now virtually permanent. As a member of the European Free Trade Association (EFTA), Austria is in the process of eliminating, by scheduled steps, all tariffs on industrial and certain other goods originating in other EFTA member states. (EFTA member countries are Austria, Denmark, Norway, Portugal, Sweden, Switzerland, and the United Kingdom. Finland is an associated member.)

Import licenses are required for all goods, whether or not subject to quantitative restrictions. The Austrian government has eliminated quantitative restrictions on a large number of tariff positions during the past two years and additional liberalization measures are scheduled for 1964. Licenses are granted freely and automatically for liberalized goods and global import quotas are being progressively expanded for most non-liberalized commodities. The majority of consumer goods are on the liberalized list and little difficulty should be encountered.

Further information about duties and taxes for specific commodities and quantitative restrictions, if any, can be obtained from the Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

More advertising being sold in Austrian press

Posters are important media and TV and radio gaining

The Austrian advertising industry is undergoing a period of rapid growth, marked by a steady expansion of services. As greater mass markets open up for many products, marketing expenditures climb. The advertising center is Vienna, the heart of the most populous area and national distribution center.

Austrian expenditures for advertising totalled about $65 million in 1962—a per capita outlay of approximately $8 per year. This represents an increase of more that 8% over the $60 million spent on advertising in 1961.

The relative importance of the various media can be seen from their shares of 1962 expenditures. About 64% of the total went into newspaper and magazine ads. Radio and cinema advertising accounted for 8.5% each, posters for 6.6% and television for 5.9%.

Establishing brand name

The establishment of a brand name in the Austrian market will take time and effort. Samples are helpful to agents, wholesalers, and retailers alike. U.S. firms may enlist the services of local agencies familiar with Austrian media and the nature of the Austrian market. There are over 350 advertising agencies, concentrated for the most part in Vienna. A few of these specialize in market research and opinion polls.

The media

Newspapers and magazines are the most preferred advertising media in Austria. Popular magazines, enclosed in folders bearing additional advertising material, are circulated in coffee houses, barber shops and restaurants. A number of periodicals published in Germany are widely read in Austria.

Movie house commercials in the form of slides and motion picture shorts offer an effective advertising medium as do radio commercials.

Television commercials, introduced in 1959, are confined to a limited number of time spots but continue to grow in importance with the rapidly increasing number of homes with TV. By the end

AUSTRIAN MACHINE SHOP: The machinery construction department of the Brown Boveri Works in Vienna is typical, according to the Trade Mission report, of equipment to be found in many Austrian plants.

of 1962, sixteen out of every 100 Austrian households had television reception, while one out of every four households in Vienna was so equipped.

The use of posters is widespread. Generally of high artistic quality, posters are displayed on billboards and on the well-known Litfass-Saeulen, which are cylindrical columns located on corners, near street car stops, and in other public places. In Vienna, a city-appointed jury selects the best poster of the month. American posters are not only eligible for this honor, but have been selected several times in recent years. Small placards add color to the interiors of buses, streetcars, and other public carriers.

Poster advertising in Vienna is administered by GEWISTA, Vienna I, Rathausstrasse 1, while most billboards and Litfass-Saeulen in the Provinces are administered by International Werbe-Gesellschaft, Vienna I, Hoher Markt 12. In the case of Austrian Federal Railways facilities, advertising is regulated by Oesterreichische Eisenbahn-Reklame Ludwig Sinek, Vienna IV, Brucknergasse 8.

Trade fairs

Austrian trade fairs offer many trade advantages and play a significant part in the economic life of the country. The largest and most international of these are the spring and autumn fairs in Vienna. These attract numerous domestic and foreign buyers. The Vienna international trade fairs are represented in the U.S. by the Austrian trade delegates, whose addresses are given elsewhere in this issue. Major provincial trade fairs having an international flavor are held regularly in Graz, Dornbirn, Innsbruck, and Klagenfurt. The one at Dornbirn is designed primarily for the textile industry.

Language and correspondence

Trade literature and servicing instructions should be printed in German, the official language of Austria. The agent or representative in Austria who has such material is in a far better competitive position. Most large commercial houses can, however, conduct correspondence in English and French in addition to German.

Correspondence and personal visits play a significant role in the conduct of business. Expeditious handling of correspondence, including the use of air mail, is greatly appreciated and helps compensate for the distances involved.

Agents

Many United States firms intending to sell in the Austrian market avail themselves of the services of a competent agent or representative. The Austrian businessman, somewhat conservative in his buying habits, tends to stick with his established trade contacts. The importance of personal contacts and the influence of the individual merchant on the consumer's tastes and preferences should not be underestimated. For details on establishing agencies, see the publication "Establishing a Business in Austria," Overseas Business Report No. 63-99, April 1963, available from the Bureau of International Commerce, Sales and Distribution Office, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. Mission membership includes 5 businessmen

The U.S. Consumer Goods Trade Mission which visited Switzerland and Austria this fall was composed of five businessmen, and a Director and a Trade Development Officer from the Commerce Department. Business members were: Charles Levy, Marvin Barab, Joseph B. Hall, Samuel S. Wurtzel, and Charles E. Snell. Walter Buchdahl was the Director and James E. Murrin, Trade Development Officer.

COMPLETING THE PICTURE: Trade Mission member Charles E. Snell and Trade Development officer Jim Murrin, right, were not included in the photo coverage given the Mission in the Dec. 2nd Swiss Mission report in International Commerce.

The December 2 issue of INTERNATIONAL COMMERCE carried the members' reports on Switzerland (pp. 9-20); appraisals of the Austrian market appear in the current issue. Each member reported on his own area of specialization for both countries, with one exception: For the Swiss market, Mr. Levy covered retail merchandising; for Austria, Mr. Snell presents this coverage.

Merchandise manager

As a retail merchandise consultant, Mr. Snell directs operations of the Norm Thompson Co., Portland, Ore., specializing in men's and women's apparel, and sports and leisure goods. At the time of his retirement this past summer, Mr. Snell was Merchandise Manager of Meier & Frank Co., department store in Portland.

Mr. Murrin is Senior Plans Officer, Trade Centers Division, Bureau of International Commerce. He came to the Commerce Department in 1956 as a Foreign Trade Analyst attached to the Boston Field Office. Mr. Murrin is a graduate of the School of Foreign Service, Georgetown University.

Austrian consumer goods market chiefly in medium-price range

Special interest in wearing apparel, housewares, gifts, wash-and-wear fabrics; high percentage of young consumers

By CHARLES E. SNELL
Retail merchandise consultant

Austria offers a market for many U.S. consumer goods, particularly medium-priced wearing apparel, housewares, gifts, and labor-saving household items. U.S. cosmetics are seen, though in modest supply; but many U.S. health and beauty aids are not yet represented.

On the basis of consultations with Austrian businessmen, including retail store buyers, the Mission found particular interest in children's wear, especially in the new wash-and-wear fabrics. Such fabrics also are in demand in wash-and-wear yardgoods, women's apparel, men's shirts, and underwear. Considerable interest was evident in wool and synthetic blends for men's clothes. Forty percent of the total fabric output by Austrian woolen mills now consists of blends of wool and synthetic fibers. Retail buyers were also interested in sources of supply for bath and hand towels, housewares of plastic, and do-it-yourself hardware.

Austrian merchandisers say that retail mark-ups are slightly lower than in the United States. Austrian firms repeatedly stated that U.S. exporters were willing to accept only large orders and that the directions for use were printed in English and not in German. They also complained that U.S. manufacturers were reluctant to furnish advertising cooperation as they do in the United States.

Market characteristics

Austria, a country of relatively full employment, shows a continual rise in its standard of living and a desire for more and better quality products.

One third of the population lives in Vienna, one half the entire population in the Danube valley. The Austrian population of 7,073,807 is comprised of age groups as follows: Up to 25 years, 37%; 25 to 45, 24%; 45 to 65, 27%; and over 65, 12%.

Population distribution is important because it shows that a manufacturer can effectively penetrate this market by making his initial connections in Vienna and by concentrating on products preferred by the large group of young people.

Competition

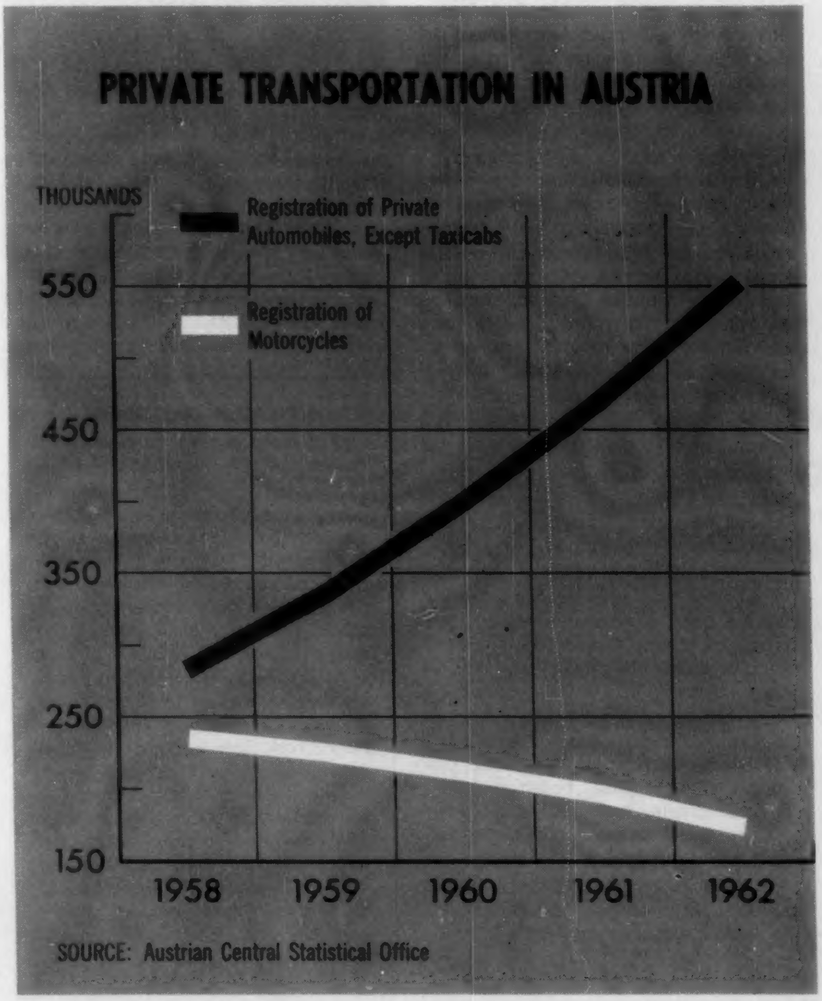
Apart from a comparatively large number of domestic manufacturers—most of them small or medium sized—the main supplier of soft consumer goods is the European Economic Community (EEC). EEC in 1962 supplied Austria with about 59.3% of her total imports, compared with 13.2% from EFTA countries. U.S. exports to Austria totaled about $86.5 million, or only 5.6% of the Austrian market.

A number of the larger U.S. manufacturers are already represented in Austria, but there are opportunities for smaller and intermediate firms to enter the market.

Some general department stores buy independently—not through a buying organization. U.S. buying office affiliations are sorely needed. All the stores are busy and well managed, and merchandise is well displayed; sales people are well trained, polite, and accommodating. Self selection is used more and more widely because of the shortage of sales help.

Follow-through campaign

Response to American trade proposals indicated considerable interest in U.S.



SOURCE: Austrian Central Statistical Office products. A follow-through campaign is needed, if full advantage is to be taken of this initial interest. The U.S. manufacturer who desires to sell in the Austrian market must plan a throughly organized effort by:

- Exhibiting at European trade fairs, one of which will be held in Vienna during the fall of 1964.
- Stressing the "Made in U.S.A." angle. The mission found repeated evidence of the Austrian consumers' desire to modernize their homes and generally improve their standard of living, in part a result of the influence of U.S. movies which are quite popular, and of the widely circulated American magazines. The U.S. label carries an endorsement of quality and good taste.
- Pricing merchandise competitively with other foreign manufacturers.
- Being realistic about the size of the market and showing interest in the small- and medium-size distributor. Austrian retail distribution is made up primarily of many small specialty shops who buy in modest quantities, mainly through agents who generally represent several types of merchandise as well as several different suppliers.
- Replying promptly and courteously and in detail to requests from Austrian firms.
- Arranging with European service companies to service or replace parts. Such service could be provided by using free zones or free ports. Needed parts can keep expensive equipment idle.
- Providing sales brochures, instructions and specifications in German.
- Visiting the market, studying it and the competitive lines first hand, and planning a sales approach accordingly.
- Quoting prices c.i.f. port of entry, whenever possible.
- Being willing to enter into long-term agency contracts with Austrian importers, so that they can provide for adequate financing and capital investments. Six months, for example, is insufficient. Such contracts should be made valid for at least 3 years.
- Providing substantial advertising allowances, particularly when a new product is to be introduced. Most local distributors would normally be satisfied with a 50% advertising contribution, but want a larger participating contribution to launch a new product or new label.
- Undertaking local training programs conducted in German, including both sales and service for certain U.S. products.
- Being realistic with terms. To date, most U.S. exporters have been too rigid on their payment requirements, which often present major obstacles to establishment of satisfactory business relations with Austrian firms. Most exporters in competing countries now accept payments within periods ranging from 60 to 120 days after receipt of goods. Austrian agents, the Mission found, are proud of their business judgment and ability to pay. Credit information is easily accessible through World Trade Directory reports, for sale at $1 each by the Commerce Department's Bureau of International Commerce (Room 1830B), Washington, D.C. 20230.

Austrian automation

Automation is gaining steadily in Austria, where there has been full employment in recent years.

This had led to a strong demand for electronic data processing equipment. Computers, first used by the nation's major corporations, primarily among banks and steel plants, now are being utilized by smaller concerns.

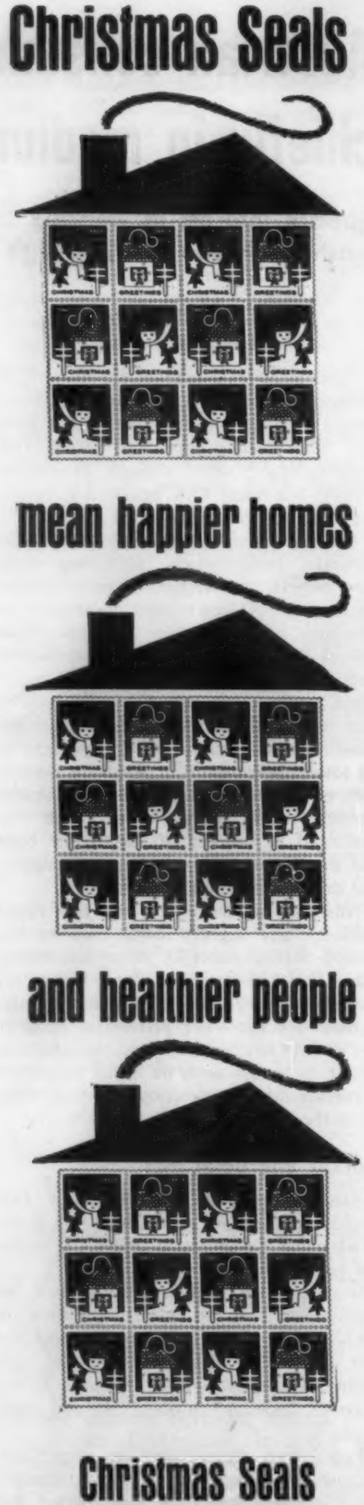
Since domestic production of electronic data processing equipment is limited, much is imported. American-made electronic computers have found widespread acceptance.

NYU Workshop Slated

A Workshop in International Business will be conducted by the Graduate School of Business Administration of New York University from July 13 to August 8, 1964.

Financed by a grant from the Ford Foundation, the Workshop will bring together a group of business-school professors from all over the country. They will discuss problems of international business with leading businessmen and will undertake individual research projects in the New York international business community.

Potential participants may write for application forms (due by Jan. 15, 1964) to Professor John Fayerweather, Director, International Business Program, Graduate School of Business Administration, New York University, 100 Trinity Place, New York, N.Y., 10006.



Europe ripe for 'prefabs'

BDSA head, back from tour, cites potential market for U.S. low-cost units

DANIEL L. GOLDY

"Are we going to build them, or is someone else?"

This was the challenge presented to a recent meeting of housing-industry leaders by Daniel L. Goldy, administrator of the Commerce Department's Business and Defense Services Administration. He was referring to the cascading European demand for suburban tract-type housing, amply evidenced during a tour of several countries from which he had just returned.

Participation in overseas trade fairs featuring housing and construction exhibits was particularly recommended to the industry leaders by Mr. Goldy. John U. McManus, director of the Commerce Department's Trade Fairs Division, told them that the division's full range of services was available to companies interested in exhibiting at these shows. In 1963, he noted, there were 12 such fairs in Western Europe, and at least 16 are scheduled for 1964—in Germany, France, Great Britain, Spain, Switzerland, and The Netherlands. Market-development assistance, Mr. Goldy said, is provided to interested businessmen by BDSA's Office of Construction and Materials Industries.

Underlying factors

Europe's post-war recovery and integration, the rising number of automobiles, and the growing use of consumer and mortgage credit were cited by Mr. Goldy as leading factors in the Continent's revolution in housing demand. People in prospering, traffic-clogged cities, he pointed out, look to suburban tract-type housing as the solution to their needs for space, comfort, and parking facilities. Contributing further to the rise of the suburbs, he continued, is Europe's decentralizing trend in the placement of production facilities, with mills and factories erected around rather than in metropolitan areas.

The BDSA administrator called attention to another factor which has accentuated Europe's need for prefabricated housing—the growing shortage of skilled construction labor. Some countries, he said, have already been forced to restrict construction activity because of this shortage. Prefabrication, emphasizing use of factory facilities rather than on-site construction labor, would offer advantages in meeting the new housing demand.

In Scandinavia, Mr. Goldy reported, he had talked with several manufacturers of "prefabs." A Swedish producer told him he was putting out an 800-square-foot home selling for $15,000, not including erection, finishing, and the cost of the lot, which brought the price to around $18,000. Since this figure means a cost of more than $20 a square foot, Mr. Goldy noted, U.S. manufacturers might well be encouraged to enter the market with a lower-cost product.

One Norwegian producer told Mr. Goldy he expected to be able to market a prefabricated home at considerably below the current price. This, too, could spell "opportunity" for American businessmen, the BDSA spokesman told his audience during his address, because Scandinavia does not have sufficient raw materials to supply the large market which the low price could open up in Europe. Much of the available wood, he pointed out, is consumed by the pulp and paper industries which earn a high percentage of Scandinavia's income.

General picture

According to information received by BDSA from a variety of sources, the current housing picture in Western Europe looks like this:

Belgium—There is no real shortage of homes here. Apartments exceed demand in Brussels and construction continues at a fair pace in the city and in other parts of the country.

France—Goals set up in the French "Fourth Plan" call for housing starts on an annual basis of 350,000 units. The Minister says that in the next 17 years 9 million housing units will have to be built. He estimates that for 1975-1980 the annual rate of construction will have to reach 500,000 to 600,000 units.

Italy—The northern industrial areas are undergoing a construction boom re-

DWELLING CONSTRUCTION, 1961

	One-Family Units	Two-Family Units	Multiple Units	Other[2]
Belgium	66%	4%	30%	
Denmark	49	46	5	
Finland	26	10	60	4%
France	[1] 32		63	5
West Germany	22	27	51	
Greece*	66	15	19	
Ireland	90		10	
Netherlands	56		[1] 44	
Norway*	50	18	30	2
Spain	8	3	89	
Sweden	27	1	67	5
Switzerland	11		[1] 78	11
United Kingdom	78		[1] 22	

** Distribution based on 1960 construction.*

[1] *Includes two-family units.*

[2] *Dwellings in buildings destined mainly for non-residential purposes.*

Source: Annual Bulletin of Housing and Building Statistics for Europe, 1961 (U.N.)

1964 Building Fairs, West Europe

Germany

Duesseldorf

July 4-14. Home and Garden Exhibition. Ehhenhof 4.

Hamburg

Aug. 1-Oct. 15. Prefabricated Housing 1963. Der Stern Redaktion Pressehaus.

Essen

June 4-15, 1964. German Building Exhibition. Norbertstrasse 2. Biennial.

Munich

March 14-22, 1964. German Construction Machine Exhibition —BAUMA.

France

Paris

April Int'l Building Materials & Construction Methods Exhibition —BATIMAT. 1 Ave. Niel.

May. Int'l Public Works & Building Exposition. 112 rue de Charenton.

Great Britain

London

March—Ideal Home Exhibition. 12-15 Bouverie.

April 15-24, 1964. Heating Ventilating & Air Conditioning Exhibition—HEVAC. 9 Argyll Street.

June-July. Construction Equipment Exhibition. Drury House, Russell St., Drury Lane.

Nov. 13-27. Building Exhibition. Biennial. 11 Manchester Square.

Birmingham

June 1964. Building & Public Works Exhibition. 20 John St., Sunderland.

Manchester

May. Int'l Homes Exhibition. 412 Tottington Road, Bury, Lancashire.

Netherlands

Hague

Sept. 24-Oct. 4. Ideal Home Exhibition. Maurilskade 49.

Spain

Madrid

Oct. 8-Nov. 8. Int'l Exhibition of Construction. Alcala, 42-Plata 5.

Switzerland

Geneva

Oct. 23-Nov. 3. Ideal Home Exhibition. 1 rue du Temple Case Postals.

Zurich

May. HILSA Exhibition—Heating, Insulation, Air Conditioning, Sanitary and Automation. Nordstrasse 20.

sulting from the expansion of industry, population growth, and the tendency among Italians to invest in urban property. Building construction has expanded some 6% annually for the past 3 years and is expected to continue at approximately the same rate for the next several years. The expansion is substantially higher than 6% in northern Italy and in coastal resort areas.

Urbanization has been proceeding at a brisk rate, chiefly because of the vast industrial boom of recent years. This causes serious problems for Italian cities, among which is a shortage of low-cost housing for workers. Although there has been a vast expansion of construction in most of the larger cities, the new housing has been for the most part high-priced and many new migrants find themselves, at least temporarily, in poorer housing than that from which they came. The population increase of Rome by more than 500,000 persons and that of Turin and Milan by 300,000 in recent years reflects this movement.

West Germany—The country presently has a housing shortage of 2½ million units and 4 to 5 million homes in need of replacement. This housing situation causes great concern and any possibility of increasing the supply of residential housing at competitive costs would be of interest to the German Government and private enterprise. Building costs, compared with those in the United States, are high; but, more importantly, building time is inordinately long.

Great Britain—Planning experts assess housing requirements at between 360,000 and 400,000 new dwellings a year over the next two decades. They agree that unless labor is diverted from essential hospital and school programs, there will have to be a 20-25% increase in housing productivity. To achieve this and maintain other essential building programs, it is believed that builders must resort to considerably greater use of wood and modern methods of construction.

Sweden—In 1960 there were produced 14,634 prefabricated dwellings with a value of approximately $36 million. The 1963 Swedish Foreign Trade Directory lists 43 firms which manufacture prefabricated dwellings.

Finland—In 1960, nine manufacturers produced prefabricated houses with a total value of almost $4.5 million. The Finnish Foreign Trade Directory (1962) lists 12 manufacturer-exporters of prefabricated houses in Finland, and the following total exports: 1960, 921 metric tons, valued at $204,000; 1961, 1,799 metric tons, valued at $350,000.

Construction figures

According to the *Quarterly Housing Construction Summary for Europe, 1963*, dwellings completed in 1962 numbered (in thousands): 38.9 in Austria, 45.2 in Belgium, 306.9 in France, 204.8 in Italy, 78.4 in The Netherlands, 552.6 in West Germany, 313.7 in the United Kingdom (partial figure), and 74.3 in Sweden (partial figure).

Swedish Exports of Prefabricated and Sectional Buildings

	1960		1962	
Destination	*Metric Tons*	*Value*	*Metric Tons*	*Value*
Norway	419	$116,908	1,185	$ 228,231
Denmark	104	20,030	404	77,810
West Germany	3,129	602,645	9,514	1,832,396
Netherlands	343	66,062	403	77,618
Great Britain	13	2,504	50	9,630
Belgium-Luxembourg	—	—	28	5,393
Switzerland	20	3,852	122	23,497
Libya	234	45,068	22	4,237
Liberia	71	13,675	406	78,196
Bulgaria	—	—	6	1,930

Source: Official Swedish statistics.

Pamphlets tell of opportunities for specific products

BDSA series reports current trends in various countries

Handy guides to promising markets for specific products are being made available to businessmen through a new and comprehensive series of pamphlets.

Commodity specialists of the Commerce Department's Business and Defense Services Administration (BDSA) prepare the "export potential studies" in cooperation with the Bureau of International Commerce (Office of International Regional Economics) and commercial officers of the U. S. Foreign Service. Currently in print are: *The Market for Automatic Vending Machines in Austria, The Market for Automatic Vending Machines in the United Kingdom,* and *The Market for Costume Jewelry in West Germany.*

Pamphlets on other countries and commodities are planned, covering such topics as social and economic market factors, origin and nature of the industry, trade promotion and advertising, market patterns, government restrictions and regulations, domestic output, and related factors.

Export potential studies may be obtained from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, as follows: *Automatic Vending Machines in Austria,* 25¢; *Automatic Vending Machines in the United Kingdom,* 20¢; and *Costume Jewelry in West Germany,* 20¢.

Volta Dam 40% finished; to cost less than planned

The Volta River Authority in Ghana has announced that construction of the Volta River Dam at Akosombo is about 40% completed. All other aspects of the huge project are reported proceeding according to schedule.

In spite of recent high flooding of the Volta River, work continued uninterrupted on one section of the dam.

Power generation from the dam's hydroelectric plant is due to begin in September of 1965.

According to the Authority report, the total estimated cost of the project has been revised down to $158 million.

Canada drives for economic independence

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

NEW YORK—One warm, early winter evening, Mitchell Sharp, Minister of Trade and Commerce for Canada, was padding about a small reception on the eighth floor of Canada House, a brilliant pavilion of Canadian interests, on New York's Fifth Avenue. The Minister is the man who arranged to sell the wheat to the Russians, who handles difficulties with the longshoreman, and who is determined to forge nationalism in a country that goes so far north they still meet the payroll with wampum.

"If you would just get nasty," he said, amplifying remarks he had made at the National Foreign Trade Convention last month, "if you would just be, for once, a bad neighbor, we could become a resolute and solid state. The trouble is you are so nice, it is difficult to fire spirit from our citizens. We are your competitors, however, and doing our best to retain and increase our markets."

Sharp had journeyed south of the border to again rally understanding for Canada's drive for more economic independence and her bent for self-determining strength. "It is important to remember," he declared, "that while the United States and ourselves have so much in common, we are, in fact, separate countries."

The minister has an athletic stance. He is stocky in build, lantern-jawed, blue-eyed and a redhead. One does not know which strikes first—the shocks of hair or the uptilting Dick Tracy chin. When he smiles, he is a double for Fred Astaire. "Everybody says so," he agreed amiably, "except Ginger Rogers."

Neither the Maple Leafs nor the Canadiens have sent down goalies more purposeful than this battling business-getter. He grinned as wide as the length of the Canadian Pacific tracks at a suggestion he looked like a forward out of uniform. "My wife and I both played hockey," he said. "She was better than I was—and I was good!"

"Canada is not a small or a large country," Sharp told listeners, "but is numbered among the middle powers. We already provide a greater market for your goods than the whole of South America or the entire European Economic Community. Nearly two-thirds of our trade, export and import, is with the United States."

Sharp is much concerned about American ownership of Canadian business. "The proportion of Canadian industry controlled by non-residents is greater than is the case in any other highly industrialized country in the world." He singled out the motorcar industry, which in Canada is almost entirely developed as subsidiaries of United States corporations, an industry that last year imported a half-billion dollars of American automotive products, while sending back just $15 million.

"This type of structure," he said dryly, "does not always leave procurement to the free play of economic forces.

"Our general objective may be expressed quite simply. It is to do what we can to insure that Canadian divisions operate as far as possible as if they were independently controlled."

Canada has a policy of protecting domestic industry. "Suppose," Sharp was asked, "a poor producer of a product commenced operations with a Canadian plant. Canada would then raise tariffs and provide other advantages to give this indifferent manufacturer protection from outside sources. Does this really help Canada?"

The minister answered easily. "You have oversimplified, but it will not be long before the good companies will protect their market by establishing domestic factories. In the long run, Canada will gain new industry."

Sharp. The Canadian Minister of Trade and Commerce.

Trade Fairs and Centers

Glassware exhibition scheduled in Paris

The 4th Glassware, Earthenware, Crystalware and Chinaware International Exhibition will be held in Paris June 14-22, 1964. U.S. firms are urged to consider participation.

Products such as insulated decanters, glasses and U.S. decorative glassware are expected to be popular in France, the U.S. Embassy in Paris reported recently.

The representative of a large U.S. glassware manufacturer recently made a survey in France and reported that a market exists provided an agent is selected carefully.

Total volume of sales at the 1963 event reached about $6 million, including $9,000 worth of merchandise for export. Many sample orders were also taken, some of which should lead to firm sales, the Embassy reported.

First organized in 1961 with 165 exhibitors, the exposition included 365 exhibitors at the 1963 event, held Sept. 8-16. A comprehensive display of chinaware, glassware, crystalware and earthenware was presented, for both table use and decoration.

Additional information is available from the Fair Management at Salon International des Industries du Feu, 32 rue de Paradis, Paris 2, France.

Exhibition of machine tools set next March in Bilbao

The 3rd Machine Tool Technical Fair will be held in Bilbao, Spain, next year from March 3-12.

Participation in this fair, as in the past, will be restricted to machines manufactured in Spain. The event may offer a good opportunity, however, for U.S. firms to make contacts for licensing and investments in Spain.

Exhibits will fall into three general categories: metalworking machines; woodworking machines; and auxiliary equipment.

LIVESTOCK EXPOSITION

The 3rd Livestock Exposition of the Central American Isthmus will be held Jan. 26-Feb. 2, 1964, in Managua, Nicaragua. Its primary purpose is to stimulate livestock production within the Isthmus. U.S. private industry participation has been encouraged by the U.S. Embassy in Managua.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

Camping, fishing equipment show to be held in Paris

The 13th International Camping and Fishing Equipment Show will be held at the Place de la Défense near Paris Oct. 24-27, 1964.

U.S. firms have been urged to participate in this event. The U.S. Embassy in Paris recently said the event should offer an excellent opportunity for manufacturers to draw attention to their products and to locate reliable agents for distribution of their goods in France and throughout the Common Market countries.

Additional information is available from SPODEX, 149 rue Saint Honoré, Paris 1er, France.

750,000 see U.S. products at air show held in Paris

Nearly 40 American aerospace firms attracted world-wide attention recently at the 1963 Paris International Air Show, June 6-16. Their products were on display before 750,000 persons—the largest number of people ever to attend the event.

A total of 15 nations exhibited 216 aircraft, and over 240 aerospace firms combined with government participants for a record number of exhibitors.

Food for Peace program provides flour for Bolivia

The Department of Agriculture has announced an amendment to a Title IV, Public Law 480 agreement with Bolivia under the Alliance for Progress.

The new program, which amends the agreement of February 4, 1963, provides for an additional $310,000 worth of wheat flour, about 66,000 hundredweight. The dollar value includes certain ocean transportation costs.

Nautical equipment to be displayed at Barcelona fair

Sporting equipment from U.S. is 'well accepted' by Spanish

U.S. manufacturers of sailboats, motorboats, boat accessories and water sports equipment have been invited to participate in the International Nautical Fair in Barcelona next winter.

The Feb. 28-March 8, 1964 fair will be the second exhibition of this type. The first was held last year in connection with the annual Barcelona Trade Fair, but nautical equipment, however, will no longer be included in this annual samples fair.

The nautical show, to be sponsored by the National Committee of Physical Education and Sports, will include the following products:

Rowboats, sailboats, lifeboats, inflatable life rafts, canoes, dinghies, yachts, inboard and outboard motors, drydocks, luminous signalling apparatus, radar, radiogoniometers, radiotelephones, storage batteries, lubricants, paints, and various types of sporting equipment such as water skis, underwater fishing equipment.

U.S. sporting equipment, boat hardware and accessories have been "well accepted" in Spain, reports the U.S. Consulate General in Barcelona, and U.S. outboard motors "have practically captured the market" in that country.

The market for recreational and sporting equipment is "still a small one" but as income and leisure time increase, the Consulate General reported, the already popular water sports should become even more important.

The Consulate General urged U.S. firms to take part.

'WEEK OF THE RAINCOAT'

The 3rd Week of the Raincoat, an exhibit devoted exclusively to rainwear and related products, will be held Feb. 6-10, 1964 at the Grand Hotel Villa Medici in Florence, Italy. The exhibition of rainwear will be limited to Italian-manufactured articles but the show may be of interest to U.S. manufacturers and dealers handling supplies for the raincoat industry.

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Korean industrial activity at record level in 3d quarter as civilian rule is restored

Businessmen hopeful that likelihood of political stability will attract foreign investors; several projects move ahead

Despite various difficulties facing the Korean economy, industrial production in the third quarter established a new 3-month record. Concurrently, enlargement of the industrial base is going forward gradually, as U.S. and other foreign interests work out rational and effective arrangements for investing in Korea or for providing managerial and operational assistance.

With Presidential and National Assembly elections concluded, the country has returned to a civilian form of government after 2½ years of military rule. Korean businessmen hope that the promise of increased political stability will generate greater interest among prospective foreign investors.

Recent industrial progress in Korea is reflected in several projects reported by the American Embassy in Seoul.

In terms of its impact on what will shortly be an important Korean industrial activity, the magnitude of the sums involved, and the possible encouragement to potential American investors, the Korean Government's October 18 decision to approve Gulf Oil Company's 25% equity investment in the Government-owned Korea Oil Company (Koco) was the most significant industrial development in recent months. Gulf released $5 million as its equity investment on November 11, and an additional $6 million in loans is expected shortly.

Government actions

Prior to the release of these sums, however, the Korean Government took a number of necessary administrative actions. One of these was the provision of documentation prerequisite to Gulf's obtaining an AID investment guarantee. Another was a formal request to the U.S. Government that the 1955 U.S.-Republic of Korea Petroleum Operating Agreement be terminated, with a view to transferring the applicable functions of the Korea Oil Storage Company to Koco.

Sources

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Rapid progress

The Fluor Corporation of the U.S., which is constructing Koco's 35,000 barrel per day refinery at Ulsan (the country's first), reports rapid progress at this installation, and estimates that full commercial production will begin about mid-March, 1964.

Another developing industry, iron and steel, has received a great deal of study as a key project in the Government's 5-year economic development plan. A new plan for an integrated iron and steel works submitted by Blaw-Knox Associates calls for a total of $77.75 million ($68.66 million for construction and $9.09 million for operating funds), compared with an original proposal which would have required $155.63 million. As early as November 1962, the Korea Steel Company and Blaw-Knox Associates (composed of 4 U.S. firms—Blaw-Knox, Koppers, Westinghouse, and International Investment Company) had agreed in general terms to participate in financing and constructing this plant, probably to be located at Ulsan.

However, even with the project's reduced scale, the beginning of construction may be considerably delayed due to the need for detailed technical studies, such as one on the source of iron ore.

Also, the Zion Iron and Steel Industrial Co., Ltd., 90% controlled by the Zion religious group, opened a plant in September near Seoul which produces steel billets and angles. The plant is reportedly capable of producing 20,000 tons of steel using domestic scrap, iron ore, and anthracite, and its rolling mills can process the entire output. By early 1964, iron sheets and pipe are expected to be available.

Three additional melting furnaces of 120 tons capacity are reported to be currently under construction. When completed in June 1964, they are to have an annual capacity of 30,000 metric tons of steel. Zion also plans to have galvanizing equipment installed by that date.

Conflict

The Korean Government is also considering conflicting applications for the construction of a cold rolling steel mill. Yonhap Iron and Steel has signed a tentative agreement with Toyoda Sangyo of Japan for a $4.2 million credit for a mill with an annual rolling capacity of 60,000 metric tons. The loan, requiring no down payment, would be repaid in annual installments over 5 years after a 25-month deferment, at 6% interest.

Another firm, Ilshin Sanop, is proposing a plant with a minimum annual capacity of 45,000 tons, to be built at a cost of $1.05 million in private loans (without a Government payment guarantee) and $270,000 worth of won (130 won= U.S. $1). Ilshin is presently negotiating with West German and French firms for construction of the plant.

Regarding the fertilizer industry which now consists of 2 urea plants, the Korean Government and the U.S. AID Mission reached a general agreement in October on the construction of 2 compound fertilizer plants, at Ulsan and at Changhang. The cost of the projects is estimated at $80 million, plus $20 million in won. The plants will have a combined capacity of 289,000 tons of plant nutrients a year. The Government, in its negotiations with foreign concerns for equipment and construction, will give priority to those offering direct assistance or government credit assistance.

Another plant, under construction by a Korean company on the east coast at Samchok, is scheduled for completion in January 1964. The plant, designed to produce 180 tons per day of 98% sulphuric acid, is to be supplemented by a second plant to produce 75,000 tons per year of triple superphosphate for fertilizer. The construction of the latter plant is contingent on financing and Government approval, and there is a question as to its economic feasibility because of the port's inability to receive ocean-going vessels carrying phosphate rock and sulphur.

Production of fine powdered sulphur, which is used in the manufacture of pesticides, chemicals, paper, rubber goods, and metal products, was initiated in November at Inchon by the Chonjin Industrial Company. The raw material, lump sulphur, will be imported from the U.S., and annual production capacity at Korea's only facility of this type will be 5,000 tons.

With cement prices ranging as high as 500 won per bag in recent months, as opposed to the Government's ceiling price of 170 won, the prospect of constructing another 400,000-ton cement plant—or expanding existing capacity—has been extremely attractive to businessmen.

Local material

The project is additionally attractive because a large proportion of materials used in production can be obtained locally, whereas most Korean industries rely heavily on imported raw materials. A number of firms are interested in the possibility, some of which claim credit sources from Italy, Canada, the U.S., or Japan.

There is some controversy, however, regarding the need for further cement capacity, since the 2 plants already in operation and the 3 scheduled to open during 1964 will be able to produce about 2 million tons annually, already more than the 1.65 million-ton target originally established for 1966.

In the textile field, the Korea Nylon Company has formally opened its plant in Taegu. Construction, which was financed by an AID development loan of $3.2 million plus 120 million won (about U.S.$920,000), was under the technical supervision of the Chemtex Corporation of the U.S. (which has an equity investment in the firm) and the Tokyo Rayon Company of Japan. The annual capacity of the plant is 2 million pounds of nylon filament yarn.

The Shintanjin cigarette plant near Taegu, now under construction, is expected to begin production in April 1965. The plant will manufacture filter and nonfilter cigarettes, and will double Korea's cigarette-making capacity. A contract, signed in August 1962 by the Office of Monopoly and the American Machine and Foundry Company, requires $6.2 million to cover the Shintanjin installation and modernization of existing cigarette-making capacity. The Government is confident that domestic leaf can cover the expanded tobacco requirement. As an incentive for greater tobacco cultivation in 1964, the price for the fall crop was raised this year.

Power projects

Finally, both thermal and hydroelectric power installations, which are essential to Korea's developing industries, have also been making progress. AID and International General Electric are financing the foreign exchange cost of the 132,000 kw. Kamchun thermal plant southeast of Pusan, which is designed to burn Korean anthracite coal. The plant and several transmission lines linking it to various substations are expected to be completed on or before the target date of April 1964.

Other power projects currently underway include the rehabilitation of the old Yongwol thermal plant to be finished by the end of this year with the assistance of AID funds and American advisors, which will increase its capacity from 75,000 kw. to 100,000 kw.; the construction of a new Yongwol thermal plant of 100,000 kw. with supervision of German engineers and West German equipment; the rehabilitation of the Chungpyong dam and generating facilities, designed to insure maintenance of its present 39,000 kw. capacity, and financed by an AID grant; and work on the Chunchon 57,600 kw. installation on the North Han River, set for completion in December 1964. Also, in October the Samchok power plant marked the installation of a 30,000 kw. thermal generator in a project undertaken by Hitachi of Japan.

Korea's total generating capacity, which was 434,000 kw. at the end of 1962, will be raised to 678,000 kw. by the end of 1964.

DC-3's PHASED OUT

British-made Fokker 27 aircraft may be bought by Italy to replace DC-3 aircraft now in service on some local Italian routes.

World Bank loan helps private Lima power scheme

$15 million loan will cover foreign exchange expenses

The World Bank has loaned the equivalent of $15 million to Lima Light and Power Company (Empresas Electricas Asociados) of Peru to finance the second stage of a program to expand Greater Lima's supply of electricity and water resources.

Lima Light and Power Company is a privately-owned public utility corporation.

Under World Bank loans, all procurement that must be made outside the recipient nation is subject to international competitive bidding.

In the second stage of the Marcapomacocha Diversion Scheme, additional canals will be built to divert the natural outflow of 6 lakes to the existing tunnel through the mountains, and dams will be built to regulate the outflow of the 2 largest of these lakes, Marcacocha and Antacoto. The additional water thus made available will increase generation in Lima Light's hydroelectric power plants by about 500 million kilowatt hours annually. It will also increase the drinking water supply to Lima and make possible the irrigation of 12,350 acres of land south of Lima.

More generators

Two more generating units will be installed at the Huinco power station to bring it to its full capacity of 240,000 kilowatts. Small reservoirs will be built at the intake of the plant and at the tailwater to provide daily regulation of the water flow. The plant and the receiving substation in Lima will be equipped with additional transformers and associated equipment.

Bank funds will also be used for the strengthening and expansion of the Lima distribution system during the years 1963 to mid-1966. Included in this expansion will be connections for 45,000 new customers.

The total cost of the projects is estimated at the equivalent of $30 million. The Bank loan will cover most of the foreign exchange requirements and the remaining costs will be met by Lima Light and Power Company.

Suspension of AID program crimps Honduran expansion after healthy third quarter

Internal sales recovering slowly after October 3 coup; several important projects await resumption of AID program

Honduran economic indicators during the 3d quarter reflected a fairly encouraging outlook, but suspension of U.S. assistance after the October 3 coup has left several planned development projects up in the the air. The full economic effect of the coup has not yet been felt.

The quarter opened with the usual seasonal lull in business activity, and although sales began to pick up as the quarter ended, uncertainty caused by the approaching election and rumors of a possible coup d'etat put a damper on the purchase of durable goods and delayed investment decisions.

But, as evidenced by the outstanding volume of bank loans, the money supply and the trend of exports, the economy appeared to be operating at a somewhat higher level than during the comparable period of the previous year.

With the October 3 overthrow of the Villeda Morales Government by military coup and the subsequent suspension of diplomatic relations and economic assistance by the U.S., the financial and commercial outlook has become less favorable.

The immediate effect of the coup was a sharp drop in internal trade, and sales are reportedly recovering slowly.

There has been no run on foreign exchange and no unusually large redemption of Government bonds. Indications of the economy's longer range reaction to the new political situation should become apparent in the next few months.

Exchange reserves

Net foreign exchange reserves, according to the Central Bank, totaled about $12 million at the close of the third quarter, an increase of about 9% over last year, but down seasonally from the June high of $14.5 million. The money supply also dropped seasonally during the quarter to $38 million. This was still 10% over the figure registered in September 1962.

The volume of commercial bank credit held up well during the quarter, and was about 8% greater than last year; commercial bank deposits, although down seasonally, were also running well ahead of 1962.

Exports for the first 6 months of 1963 were up 5% over the corresponding period of 1962—$47.7 million compared to $45 million. Imports were up 9%—$42.9 million compared to $39.4 million. Thus, the trade balance for the first 6 months of both years was favorable.

Farm outlook

The agricultural outlook, on the basis of third quarter predictions, was good. During the quarter the United Fruit Company moved rapidly ahead with its new banana planting program. Its exports for the nine months ending September 30 were 4.5 million stems, compared with over 5 million for the same period a year ago. Standard Fruit Company exports for 1963 through early September were 6.1 million 40-pound boxes, compared with 6.5 million boxes for the same period in 1962. Although total banana exports were temporarily down, production should begin to rise next year.

Coffee exports for the first 6 months of 1963 were valued at more than $12.2 million, compared with $9.5 million for the first 6 months of 1962. The Honduran Government has placed no restriction on export licenses, and trade sources look for exports of 320,000-340,000 bags during the 1963-64 season.

The cotton crop is in excellent condition and Cotton Cooperative officials now look for production of 32,000 bales, rather than the 30,000 reported earlier.

Official statistics show that Productos Hondurenos exported over $600,000 worth of cucumbers to the U.S. in 1963. The firm made preparations to plant during the quarter, and hopes its new marketing arrangements in Florida will help ensure a good year in the U.S. winter market.

Corn, the main staple of the Honduran diet and an important export item, was harvested during the quarter and reports from most areas indicated that a bumper crop was produced, perhaps 15% higher than in 1962. Exports for the first 6 months of 1963 were down more than one-third from the same period in 1962.

A new organization designed to promote industrial development through medium and long term loans, the Financiera Industrial Hondurena, S.A., moved closer to reality during the quarter. Organizers of the venture gathered pledges of $250,000 from local interests, and were counting on AID assistance in the form of $4 for every dollar invested locally, but U.S. Government participation must now await restoration of the AID program in Honduras.

The Central Bank of Honduas is promoting the installation of a 5,000-ton per year capacity rolling mill to be erected in or near San Pedro Sula early in 1964 for the manufacture of reinforcing rods in ¼" to 1¼" sizes, and profiles of various shapes. Present plans are to import the required billets from Mexico.

A joint venture arrangement has been concluded between Bemis Brothers Bag Company of New Orleans and Fabrica Textile de San Pedro Sula, S. de R.L., to expand the latter's existing plant to produce heavy cotton textiles such as denim and twill, as well as material for manufacturing sugar and flour sacks. The cost of this expansion has been estimated at over $400,000. The decision to proceed with the investment was based on a study prepared by the National Development Bank.

The Fabrica de Manteca y Jabon Atlantida of La Ceiba will install a cottonseed oil plant at San Lorenzo, in southern Honduras, in 1964. The Fabrica de Manteca will be helped by the Wesson Oil Company under a long standing technical assistance agreement.

Civil aviation

Maya Airways, a British Honduran airline, opened a regularly scheduled 3 trip per week service between San Pedro Sula, Belize and Merida, thus enabling passengers to connect in Merida with the Pan American World Airways jet service to New Orleans or Miami. On October 15, Servicio Aereo de Honduras, S.A. began a regularly scheduled bi-weekly service between Tegucigalpa and Puerto Lempira, in the Department of Gracias A Dios, with stops in Aguas and Lemus.

Le Mesa Airport between San Pedro and La Lima was turned over to the Municipality of San Pedro Sula, enabling the city to proceed with plans for building a new airport which will initially have a runway capable of handling only DC-6 and restricted DC-7 piston planes. Jet handling capability will be provided in a later stage. The project will be financed by a $1 million bond issue.

Central American integration

The Executive Council of the General Treaty of Central American Economic Integration met in Tegucigalpa in August to discuss the equalization of tariffs on a number of major items. The Council agreed on 39 products, including jeep type vehicles, trucks, buses, and refrigerators, but was unable to reach agreement on 40 items, among which were passenger cars, wheat, wheat flour, a number of appliances and the principal petroleum products.

The items agreed upon must be approved by member states in the form of a protocol to the Central American Treaty on Equalization of Import Duties before they come into force.

The Honduran Government agreed during the quarter, in a meeting of Ministers of Economy and Public Works at Guatemala, to a Central American road building program for 1963-64. The agreement included both specific construction projects and project studies.

Kaiser sells iron ore pellets to Japanese steel firm

Kaiser Steel Corporation has announced signing of a contract to supply 6 million tons of iron ore pellets over a 6-year period to Mitsubishi Shoji Kaisha Ltd. of Japan. The contract can be extended an additional 4 years to include a total of 10 million tons.

Kaiser Steel and Mitsubishi Shoji Kaisha, in cooperation with 4 major Japanese steel companies, also agreed to establish a joint Japanese-American Technical Committee, which will work together to seek continuing improvements in quality and uniformity of the iron ore pellets. The committee will be the first international effort of its kind in the steel industry.

First shipments to Japan from Kaiser's new facilities will commence the latter part of 1965. The Japanese will build three 58,000-ton bulk carriers to handle the iron ore pellets. Shipments will be made from Southern California ports.

Kaiser Steel also has a 10-year, 10-million-ton iron ore contract with Mitsubishi Shoji Kaisha which has been in effect since 1961. The new iron ore pellet shipments will be in addition to the existing iron ore movement.

Australian expansion opens way for U.S. capital goods sales

Australian exports soar 39% during first 9 months of '63; motor vehicle sales make unexpectedly vigorous upsurge

Australia continues its heavy consumption of imports, particularly capital goods, and prospects for U.S. exports to this market remain highly favorable in keeping with the general outlook for the economy.

The third quarter was marked by continued expansion at an accelerating rate. All major economic indicators showed a marked improvement over the third quarter of 1962, as well as over the second quarter of 1963.

Exports were up by a whopping 39%, from $509 million for the first 9 months of 1962 to $707 million for the first 9 months of 1963. Imports, on the other hand, were up a mere 4%, from $613.7 million in 1962 to $638 million for the same 3 quarters of 1963.

Thus, Australia realized a favorable balance of trade of $68.3 million, compared to a deficit of $105 million for the comparable period a year ago. Foreign exchange reserves increased by 18% above the September 1962 level.

Gross national product was up by almost 6% during the second quarter from approximately $3.8 billion to almost $4.1 billion, while unemployment dropped a spectacular 29% during September to slightly over 58,000.

Consumer buying

Expanding installment credit aided the domestic retail trade to increase sharply during the third quarter, especially during July. Items of particular demand included sporting goods, home furnishings and automobiles. Australian visitors to the U.S. increased by 11.9% in the first 8 months of 1963 over the same period last year, while tourist travel to Australia increased by some 15%, raising income from tourism to ninth place as a source of foreign exchange earnings.

Activity brisk

The reports from Australia are that total industrial output increased by 8% during the third quarter. However, exceptions to the general upward trend were recorded in electrical home appliances, natural yarns, and woven cloth.

Overall capital expenditures by industry in the first half of 1963 were 11.6% higher than for the same period of 1962, and indications are that businessmen will increase their total new capital expenditures by 12% in the second half of this year.

The third quarter saw indications of an end to the almost static rate of expansion in construction, and gave prospects of more rapid advance. The value of houses and apartments approved rose to $224.8 million, the highest figure since the boom rate of $220.5 million reached in the third quarter of 1960. The value of non-dwelling buildings approved also reached a new record, and aggregate housing loan approvals by all savings banks reportedly have been running at an annual rate of $290 million, which is double the rates for 1960-61 and 1961-62.

Surprising vigor

The U.S. Embassy in Canberra reports that perhaps the biggest industrial surprise of the third quarter was the very vigorous upsurge in motor vehicle sales to a level far above anything achieved during the boom year of 1960. Almost all observers of the economy in the previous quarter forecast that a saturation point had been reached. Instead there was a phenomenal sales rise of more than 20% in the third quarter with vehicle registrations hitting an all time quarterly high of 103,000. The automobile industry is a heavy importer of components from the U.S. and Canada.

TAX EXEMPTIONS SUMMARIZED

A summary of tax exemptions and tax rebates granted to industries in Southern Italy has been published by the Milan daily, *24 Ore*, in the November 14th issue. Main provisions include: **a)** customs exemption on imported machinery and equipment and building materials; **b)** a 50% rebate on the sales tax regardless of the source of machinery and materials as well as on the excise tax on electricity; **c)** a 10-year exemption from the corporate income tax; **d)** rebates on transfer and recordation taxes.

Expanding New Zealand economy beckons U.S. trade, investment

Sharp GNP increase brightens U.S. outlook for joint ventures and licensing arrangements; capital goods imports encouraged

Mid-1963 was the turning point in a period of renewed economic growth for New Zealand. For the fiscal year ending March 31, GNP increased 6.8%, or almost twice as much as it rose during the previous year.

Paced by a rise in agricultural export receipts, mainly by higher demands for butter, good prices for meat, and the highest levels of wool sales in 7 years, the supply of credit was good, secondary industrial production was strong, many companies showed increased net profits, and retail trade was bouyant.

As of July, New Zealand's overseas reserves of $268 million were at the highest level in 3 years.

Thus there was greater flexibility in the import licensing system, keener business competition, and a further drive to improve production efficiency through increased capital goods imports. The heavy volume of imports coupled with seasonally low pastoral export shipments for the third quarter of 1963 to bring about a slowly rising current account deficit in overseas exchange transactions.

Foreign trade expands

The New Zealand Reserve Bank reported that for the fiscal year ending June 30, 1963, payments for imports from the U.S. (private and government) amounted to $91 million out of total import payments of $763.8 million, the U.S. share for this year being 11.9%. For the fiscal year ending June 30, 1962 U.S. import payments of $87.4 million made the U.S. share of the New Zealand market 12.1%.

In third quarter 1963, while private imports continued to rise. Government imports dropped slightly. Export receipts for the same quarter rose, with wool accounting for the main portions of the increase. However, the wool receipts could not wipe out the current account deficit in overseas exchange transacations for the quarter.

While foreign trade showed increased activity, retail trade also had an upsurge. Total sales of $450.5 million in the June quarter were 8.5% higher than the comparable quarter of 1962. The largest percentage increases occurred in the household appliance (including TV) group, up 30%, and the furniture group, up 9.5%. Wholesale activity also grew with sales for the June quarter 13.7% higher than in the same period last year.

Healthier investment climate

In addition to substantial liquidity, New Zealand has developed a healthier investment climate and capital formation is on the rise. Increased profits and dividends for many companies have been one factor. However, removing the requirement for governmental permission for most classes of domestic investment and ending control of interest rates on deposits have also been helpful.

Also in September, the Government was urged to establish a Development Finance Corporation. It would have initial capital of $5.6 million and would eventually total between $22.4-$28 million. The primary function of the corporation would be to provide medium and long term capital.

Foreign investment has also been on the rise. For the year ending March 31, 1963 overseas direct investment totalled $71.7 million, $21 million greater than the preceding year.

On November 12, the International Bank for Reconstruction and Development (World Bank) made its first loan to New Zealand to assist the improvement of 5 ports. The efficiency of these ports will be increased so that they can cope with a growing volume of international and coastal trade.

Industrial growth

New industrial expansion has been evident for some months. Actual or planned expansion is underway or planned for such industries as steel, pulp and paper, aluminum, oil refining, automobile assembly, meat freezing, clothing and household appliances (except for radios).

Under Government encouragement, local content is being added to products which had been imported in finished form. This in turn has permitted larger import volumes within the limits of licensing quotas.

In view of this increased local production, the situation provides additional opportunity for American firms to sell production machinery, industrial parts and components, and to enter into licensing and joint venture arrangements.

The Government has given certain inducements to expand domestic industries, including greater depreciation allowances and providing electric power at concessional rates.

Labor productivity

Along with increased industrial expansion, the output per worker has continued to rise as well. Over the last decade output has generally risen approximately 2% a year. Manpower shortages will, however, probably remain a problem for some time.

Guaranty program in Chile expanded

Wider coverage goes into effect immediately; Chile has veto

Chile and the U.S. have signed an agreement authorizing the Agency for International Development to provide U.S. citizens and firms investing in Chile with guaranties against loss from political risks of expropriation, war, revolution and insurrection as well as guaranties against "extended risks."

The new agreement supplements guaranties authorized by a 1960 agreement assuring U.S. investors that they will be able to convert Chilean currency into U.S. dollars. The expanded coverage goes into effect immediately.

Guaranties issued pending ratification of the inter-government agreement by the Chilean legislature remain valid whether the agreement is ratified or not. Extended risk guaranties include coverage of commercial risks of investment in high-priority developmental projects.

Under both the 1960 agreement and the new accord, Chile has the right to decide whether a given project is in its interests and to accept or reject it on that basis. AID officials expect millions of dollars in new private investment to flow into Chile.

This is the 25th such agreement signed in the past 2 years, 7 with countries in the western hemisphere. Other Latin American countries with which agreements exist include Argentina, Colombia, Dominican Republic, Ecuador, Jamaica, Trinidad-Tobago and Venezuela.

Ethiopia enacts several measures to stimulate private investment

Investment Code reflects awareness of private sector's benefits; new Government Investment Bank founded to assist investors

Since the signing of an Investment Guaranty Agreement with the U.S. in 1962, the Ethiopian Government has taken a number of additional steps to attract foreign as well as local private investment, according to the U.S. Embassy in Addis Ababa.

New banking legislation, enacted in June 1963, permits foreign participation in Ethiopia's commercial banking for the first time.

A new Government Investment Bank was established in September 1963 to assist investors.

More recently, a long-awaited Investment Code became law (IC October 28, 1963). The enactment of this Code is considered one of the most important actions taken by the Ethiopian Government in the economic and commercial fields in recent years, and reflects an increasing Government awareness of the advantages of private investment.

Foreign investment rises

In recent months there has been evidence of increasing interest on the part of foreign investors, both private and organizational, in Ethiopia's economic development, particularly in the fields of manufacturing, mining, electric power and agriculture.

The American firm, Parsons-Whittemore, in association with the Government of Ethiopia, is proceeding with a paper-pulp mill project. Other investments or anticipated investments have been announced by Japanese, British, Indian and German companies in such fields as cotton textiles, synthetic fabrics, pharmaceuticals, aluminum fabrication, and cement. In June, a Soviet industrial mission to Ethiopia explored possibilities in the meat, tanning, fruit and edible oil industries.

In mining, 2 American firms, Mobil Petroleum and Gulf Oil, have been granted concessions to explore for petroleum and gas in the Red Sea offshore areas north and south of Massawa. A German company commenced its first oil drilling operation last June.

One of the largest power projects in recent years was announced by the Government in early October. The project involves the construction of 2 hydroelectric dams on the Awash River southeast of Addis Ababa at a cost of about $11 million. A loan to finance this project is under consideration by the World Bank.

In agriculture, the installation of 18,000 tons of grain storage facilities at Addis Ababa, Nazareth and several other towns, under a contract between the Ethiopian Grain Corporation and the Columbian Steel Tank Company of Kansas City, Missouri, is nearing completion. Expansion of storage facilities to other areas of the country is under serious consideration.

Considerable attention continues to be directed to Ethiopia's Second Five-Year Plan, which calls for total expenditures equivalent to $1 billion over the period July 1962-July 1967. According to the Plan, about one-third of the total is expected to come from foreign investments, loans, and grants. A Technical Agency was formed in July to undertake economic and technical feasibility studies of Plan projects.

The expansion of Ethiopia's highway system program remains one of the top priorities for economic development. Cost of the program is estimated at $23.9 million. The International Development Association (IDA) will extend a credit of $13.5 million to finance the foreign exchange costs. A U.S. loan of $4 million will assist in financing the domestic costs of the program.

Foreign aid

The U.S. has been the major source of external aid to Ethiopia. Through June 1963, U.S. economic aid amounted to $108.3 million. Ethiopia also receives economic and technical aid from other countries, both West and East. In addition, the World Bank (IBRD) and its affiliate, the IDA, constitute important sources of external assistance.

Ethiopia's exports totaled $55 million for the first half of 1963, equal to figures for the same period in 1962. Imports on the other hand increased from $39 million for the first 6 months of 1962 to $47 million this year. It is not yet clear to what extent the increase in imports was seasonal, or was due to the construction and consumables boom caused by preparation for the African Heads of State Conference held in Addis Ababa last May.

The U.S. became Ethiopia's third most important source of supply during the first half of 1963 by increasing its sales from $2.7 million in 1962 to $9.7 million this year. Among the principal Ethiopian purchases in the U.S. were machinery and transportation equipment, raw cotton, pharmaceuticals and chemical products, and ready-made clothing. The U.S. continued to be Ethiopia's best market in the first 6 months of 1963, taking $25.8 million or 47% of Ethiopia's total exports. Coffee represents by far Ethiopia's largest export to the U.S.

In September, the Government reached a final decision not to participate in the 1964-65 New York World's Fair. However, it is making plans for an international trade fair in Addis Ababa for the late fall of 1964.

Tourism has shown a steady increase in Ethiopia. New hotels have been built, others are projected, and existing enterprises, like the motel-like Pauley Camp at Lake Asawa, are being enlarged.

African states form Co-op, invite others to join

Representatives of Niger, Togo and Upper Volta, at a meeting in Niamey at the end of October, agreed to form an African interstate buying and selling cooperative. Mali sent an observer. Dahomey and Tunisia did not send delegations but were reported as interested in the venture. The cooperative will be open to other African states as well.

The cooperative, the African Commercial Union, by purchasing textiles, sugar, salt, rice and gasoline in large quantities will, presumably, be able to wholesale these goods to its members and other African states at prices lower than could be obtained in dealing with the suppliers individually. Further, it is expected that by offering direct competition to the large European trading houses the cooperative will compel them to reduce their prices, which until now have been under almost monopoly conditions.

An initial capitalization of 25 million francs CFA ($100,000) and equal share holdings for each member state were recommended. The drafting of an international convention on the Cooperative and the preparation of its organizational and operational procedures will be submitted to a constituent assembly at some undetermined future date.

Decree expected to broaden market for sales of U.S. goods to Bolivia

Nation nears or passes self-sufficiency in many farm goods; Exporters must be willing to grant easier credit terms

The Bolivian economy continued to make moderate progress during the third quarter, and the national legislature has passed a decree which should improve the outlook for increased U.S. sales to Bolivia.

Bolivian retail sales increased, mainly in the fields of office machines, radios, photographic products, and American fabrics and clothing such as blue jeans. The sale of vehicles held steady during the first 2 months of the quarter but dropped during September due to increased import duties.

The passage of decree No. 6556 on August 22, 1963 was expected to have a notable effect on U.S. exports to Bolivia. The decree provided special documentation requirements for goods of U.S. origin and new licensing procedures for many foodstuffs, some chemical products, petroleum derivatives, all tires, synthetic yarns, cotton, and cotton yarns, mining and construction machinery, tractors, and various other products.

This decree resulted from the new AID Special Letter of Credit, according to which the foreign exchange component dollar grants by AID for budgetary support and dollar development loans and grants for local currency cost of projects must be used for the procurement of U.S. origin goods. Previously only development loans for equipment and machinery purchases were tied.

AID made technical and financial assistance available for industrial credit and factory rehabilitation. This included a $2.4 million loan to the private industrial bank and technical and financial help to the industrial sector.

Sugar boom

Bolivia's sugar industry, though beset with recurring technical and labor problems, continued to increase production. Total production in 1963 was 666,400 tons, an increase of 140,000 tons over last year. Self sufficiency should be reached in 1966 with an exportable surplus possible thereafter. In 1956 Bolivia's domestic production of sugar was 10% of requirements.

With rice production now in surplus, the national rice marketing board (CONCA), established to increase domestic production, has been eliminated. Rice production has been increased from 23,000 metric tons in 1958 to 37,000 tons at present, while imports of rice have declined from 11,216 tons to close to nothing. Bolivia must now find an export market for about 5,000 metric tons of rice a year or face a surplus problem.

In keeping with the push to the eastern lowlands and their potentials food production, a new national tropical fruit buying and marketing organization, CONCOFRUT (Comite Nacional de Comercializacion de Frutas) has been created to encourage the production of citrus fruits and bananas by providing a marketing and distributing outlet for the many small farmers in the tropical colonization areas.

Inflation ends

Though Bolivia was once the scene of one of this century's most extreme inflations in the hemisphere, the stabilization program which was initiated in 1956 seems to have been an unqualified success. The cost of living rose by less than 1% over the second quarter and was approximately 1% lower than the corresponding period of 1962. Credit to various sectors was up, while credit extension to most of the public sector was 20% lower than during the second quarter. However, overall credit in the economy was up 2.5% over the second quarter level.

The non-availability of credit, however, still remains one of the important problems confronting the private sector. The ability of U.S. exporters to increase their market in Bolivia (other than AID tied dollars) will, therefore, depend largely on their willingness to extend more favorable credit terms than in the past.

The main development in the mining sector centered around the efforts of the Government and of COMIBOL—the national mining corporation—to rehabilitate the mines and assert management's right to operate the mines free from union interference. The immediate union reaction to this rehabilitation program was to institute a series of one-day "nuisance strikes." On August 9, a general strike was called at Catavi—the most important single mining complex of the nationalized mines—followed by a general strike throughout the nationalized mines. Various sympathy strikes were instituted in other industries. In the ensuing negotiations the Government's firm stand resulted in agreement by the mine workers' federation (FSTMB) to the COMIBOL program.

At the end of the quarter the only holdout was the Siglo XX union under its extremist leadership.

Despite the loss of production due to the strike, the 1963 deficit for the national mines will be about 30% less than in 1962. In addition, production in the nationalized mines for 1963 is now expected to reach 15,600 tons (fine tin content) compared to 15,261 tons in 1962.

New royalty system

A change in the royalty system for mineral exports is in prospect, which is expected to provide for a lower schedule of royalty payments to the Government. It is hoped that this measure will attract private capital to develop the considerable potential of Bolivia's mineral reserves.

The petroleum picture has remained relatively unchanged. The main question yet unsolved is the issue of whether or not private capital will be allowed to supply natural gas to Bolivian "wholesale" consumers. Under the Petroleum Code of 1956 foreign capital has the exclusive right to exploit the oil reserves for exportation. The internal petroleum market is, however, reserved for the Government oil agency, YPFB.

The Ministry of Public Works and Communications has not yet begun to institute the merger of several railways in Bolivia's western system, as was recommended in the World Bank (IBRD) Sofrerail report of 1962. This merger was agreed to in principal by the Government of Bolivia, but as yet various factors have prevented the Ministry from implementing the recommendations.

Bolivia has agreed to negotiate with Brazil as to the amount owed Brazil for the construction of the Santa Cruz-Corumba railroad connecting Bolivia's important lowland area around Santa Cruz to the river transportation facilities of the Amazon system. However, Bolivia is hesitant to accept full responsibility for operation of the railway because of the financial and operational problems it now faces.

The over-riding labor event of the quarter was the Catavi strike and subsequent labor crisis. The most significant results of this crisis is the limitation of labor's power. The Miners Federation (FSTMIS) finally signed the rehabilitation plan, giving management much greater flexibility in the area of production and labor placement.

Control obrero, a system in which each miner's union elects an official who exercises a veto power over policies of management, has been temporarily cancelled because of the conflict. This system was used by labor to veto many essential management policies.

Other union prerogatives have also been ended. For example, a decree of October 9 ordered the union to pay from union funds the salaries of local union officers engaged in full time union work. Up to now the company has had to pay the salaries of local union officials. Unions were also ordered to make a complete financial report to the Government.

Phelps Dodge plans El Salvador factory

AID investment guaranties back wire factory serving 5-nation area

An equity investment by the Phelps Dodge Corporation of New York City to establish the first electrical wire and cable manufactory in El Salvador will be protected by investment guaranties issued by the Agency for International Development through the Alliance for Progress.

Establishment of this productive enterprise in El Salvador is expected to benefit not only that country but the entire Central American area, by supplying materials for the planned expansion of electric power generation and distribution facilities, and for the growing industry of the area.

The new enterprise will be operated by an El Salvador corporation established by Phelps Dodge and INSAFI, the industrial development agency of El Salvador. Phelps Dodge plans to invest up to $600,000 for a 50% equity in the corporation, INSAFI is investing a like amount, and a subsidiary of the U.S. company will furnish technical services, know-how, and training. In addition, $700,000 is being borrowed from the Central American Bank for Economic Integration (BANCADIE) for this project.

The AID guaranties insure that Phelps Dodge will be able to convert into dollars the El Salvador currency received as earnings and return of capital from the investment, and also insure the company against loss in case of expropriation. The maximum protection in either case is $1.2 million.

The investment guaranty program is one of several specific AID programs which assist U.S. private enterprise in playing its planned role in the success of the Alliance for Progress. Besides the economic activity and employment generated by private capital investment, other benefits include the stimulation of individual initiative and the development of management and technical skills, as well as marketing know-how. All these are significant contributions toward the Alliance goals of greater social and economic development in Latin America.

AID investment guaranties are now available to protect new U.S. investments in 56 developing countries, as well as numerous overseas dependencies of Western European nations.

In addition to the specific risk guaranties, such as those issued to Phelps Dodge, AID may issue guaranties to cover commercial and political risks in a number of countries, if the investment is in an enterprise of prime importance to the development of the host country.

Latin letters of credit hit 2 year high in October

Outstanding Latin American letters of credit confirmed by reporting banks in favor of U.S. exporters rose for the third consecutive month in October, by $10.8 million to $161 million, according to the Federal Reserve Bank of New York. The October total was the highest since the September 1961 figure of $167.4 million. Increases were reported in 14 of the 23 countries covered by the Bank's monthly survey of Latin American export credit experience of 11 commercial banks.

Outstanding draft indebtedness of Latin American importers during October decreased $2.8 million to $219.9 million, as U.S. exporters drew $37.7 million in new drafts and received $40.5 million in payments.

Importers in Colombia showed the largest increase in outstanding draft indebtedness, with a rise of $1.4 million to $18.8 million, the highest reported for that country since the September 1962 figure of $18.9 million. Importers in Argentina showed the largest decline, $1 million to $23.7 million.

Countries showing substantial increases in letters of credit confirmed by reporting banks were Argentina ($2.9 million), Colombia ($1 million), and Panama ($1.3 million).

Spanish market for U.S. footwear is quite limited

U.S. is Spanish shoe industry's principal overseas customer

Spain's leather and footwear industries are well developed and supply most of the domestic requirements of these items, according to a survey by the American Embassy in Madrid.

Spanish tanners increased their production of upper and lining leather from 62.3 million square feet in 1961 to 75.8 million square feet in 1962.

Imports of upper leather are quite small, and in 1961 amounted to only 44,000 square feet. Although 1962 data are not yet available, imports were not expected to increase appreciably.

U.S. statistics show that U.S. leathers exported to Spain increased to 37,422 square feet in the first 7 months of 1963, well above the 6,060 square feet exported in the same period of 1962. The 1963 shipments consisted of 25,250 square feet of cattle and kip patent side upper leather and 12,172 square feet of sheep and lamb, glove and garment leather.

Exports of U.S. leathers to Spain in 1962 totaled 42,096 square feet, compared with 1,160 square feet in 1961.

Spanish nonrubber footwear production is also climbing upward, increasing from 43.2 million pairs in 1961 to 45.9 million pairs in 1962.

Per capita shoe consumption in Spain is among the lowest in Europe. Although on the increase, consumption still amounts to less than one pair per person annually.

Imports of footwear into Spain are very small and consist of inexpensive types imported mainly from Japan.

U.S. exports of nonrubber footwear to Spain amounted to 456 pairs valued at $2,243 in the first 7 months of 1963, while in the first 7 months of 1962 U.S. manufacturers shipped 2,914 pairs valued at $7,750.

On the other side of the coin, Spain exports substantial quantities of footwear each year since the low price and quality of Spanish footwear is favorably competitive in world markets. The U.S. is the principal foreign market for Spanish footwear exports. Spanish footwear exports to the U.S. increase slightly to 572,731 pairs valued at $1.7 million in the first 7 months of 1963.

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FHA helps AID process requests for Latin housing guaranties

Accord will employ agency's mortgage underwriting experience; FHA will deal with builders and investors to judge feasibility

The Agency for International Development and the Housing and Home Finance Agency have concluded an agreement to stimulate home building in Latin America under the Alliance for Progress.

The agreement provides for applications for AID guaranties of housing investment in Latin America to be processed by the Federal Housing Administration, to make use of that organization's long experience in mortgage underwriting work.

The housing investment guaranty program authorizes AID to guaranty U.S. investors against loss experienced in financing Latin American housing projects. The program is designed to stimulate home ownership through the private development of self-liquidating pilot housing projects, similar to those insured by the Federal Housing Administration in the U.S., suitable for conditions in Latin America.

The introduction of low down payment, long term mortgage financing in Latin America is expected to broaden the possibilities for private home ownership and to serve as a demonstration to local builders and financial institutions.

The housing guaranty program is part of AID's effort under the Alliance for Progress to promote participation of private American business in social and economic development in Latin America.

Under the agreement, AID will continue to receive investment guaranty applications from builders and investors. FHA will perform the underwriting processing on applications received by AID. In performing this review of applications, FHA will deal directly with builders and investors and will study conditions relative to the feasibility of guarantying housing investments in Latin America.

The investor must be a U.S. citizen or firm but the builder or developer may be from the U.S. or another country.

The builder, developer or investor will send an application to AID containing preliminary data. AID will forward the application to HHFA for determination of its feasibility by FHA. If, on the basis of this review, the project is considered feasible, recommendation will be made that AID issue a letter reserving funds for the project. The builder will then be expected to submit more complete information. When this is received, FHA will review it and make recommendations for final AID action on the proposal. If AID agrees with FHA's conclusions, and other conditions justify, AID will then enter into a guaranty contract with the investor.

FHA will have no further responsibility after a contract has been executed, with AID conducting all inspections during construction.

FHA, HHFA and AID will develop regulations, manual procedures and forms necessary for effective administration of the housing investment guaranty program.

Drug investment in Venezuela gets Alliance guaranties

Merck subsidiary guarded against expropriation, inconvertibility

An investment by a subsidiary of Merck & Co., Inc. of New Jersey to establish a pharmaceutical manufacturing plant in Venezuela will be protected by guaranties issued by the Agency for International Development under the Alliance for Progress program.

The U.S. firm's wholly-owned subsidiary, Merck Sharp & Dohme (Panama) S.A., a Panama corporation, has formed a Venezuela corporation to produce and sell pharmaceuticals in that country, investing $1,183,000 in the firm's capital stock.

The AID guaranties insure that Merck Sharp & Dohme will be able to convert into dollars the Venezuelan currency received as earnings from the investment, and also insure the firm against loss in case of expropriation. The maximum protection in either case is $1.5 million.

The investment guaranty program is one of several specific AID programs which assist U.S. private enterprise in playing its indispensable role in the success of the Alliance for Progress. Besides the economic activity and employment generated by private capital investment, other benefits include the stimulation of individual initiative and the development of management and technical skills, as well as marketing know-how.

In addition to specific risk guaranties such as those issued to the Merck subsidiary, AID may issue guaranties to cover commercial and political risks of new U.S. investments in a number of countries, if such investments are of prime importance to the development of the country of investment.

Iran, Paraguay to buy $7.9 million in U.S. wheat

The Department of Agriculture has announced agreements with Iran and Paraguay for the sale of a total of $7.9 million worth of surplus U.S. wheat or flour. The price includes ocean transportation costs. Payment will be in $6.2 million worth of Iranian rials and $1.7 million worth of Paraguayan guaranies.

Sales under these agreements will be made by private U.S. traders, with 5% of the rials and 15% of the guaranies will be set aside for loans to private U.S. or native business firms.

These loans will be made by the U.S. Department of State, Agency for International Development (AID), Washington, D.C., 20523. Further information concerning the loans can be obtained from that agency.

Inquiries regarding surplus food sale agreements may be directed to the Program Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C., 20250 (Tel.: DUdley 8-6211 or DUdley 8-5433).

COOLEY LOAN CURRENCIES AVAILABLE

Country	Unit of Currency	Foreign (000)	U.S. Equiv. ($000)
LATIN AMERICA			
Bolivia	Pesos	11,245	947
* Colombia	Pesos	10,205	1,023
Paraguay	Guaranies	25,594	203
* Peru	Soles	23,465	876
NEAR EAST - SOUTH ASIA			
Greece	Drachmae	67,869	2,262
India	Rupees	131,938	27,806
Israel	Pounds	23,752	7,917
Pakistan	Rupees	56,712	11,815
Turkey	Lire	151,822	16,869
UAR (Egypt)	Pounds	8,834	20,361
FAR EAST			
China	New Taiwan Dollars	219,448	5,486
Indonesia	Rupiah	454,038	1,441
Korea	Won	455,044	3,514
* Philippines	Pesos	8,051	2,064
Vietnam	Piastres	34,663	476
AFRICA - EUROPE			
Finland	New Finnish Markkas	1,054	329
Guinea	Francs	47,458	202
Morocco	Dirhams	9,763	1,947
Sudan	Pounds	320	925
Tunisia	Dinars	1,458	3,498
			$109,961

* New applications are not being accepted in these countries, as applications on hand already exceed available funds.

U.S. cuts interest rate on Cooley loans to Taiwan; $110 million now available

AID has funds from 17 nations ready for loan to U.S. businessmen; program has lent almost $180 million in 240 loans during first 6½ years

A healthier economic climate in the Republic of China has enabled the Agency for International Development (AID) to make a 25% reduction in the interest rate on "Cooley" local currency loans for investment in Taiwan.

Cooley funds currently available for lending in Taiwan amount to the equivalent of almost $5.5 million.

The interest rate, which had been 12% for the past 4 years, has been reduced to 9%. The reduction paralleled an easing of Taiwan's bank rates.

At the same time, AID announced that the equivalent of approximately $110 million in local currencies is available to qualified businesses in 20 countries. The Agency is actively encouraging applications in 17 of these countries. In the other 3—Colombia, Peru and the Philippines—outstanding applications exceed the amount of loan funds.

Cooley funds are local currencies gained through the sale of surplus agricultural commodities and are named after Congressman Harold D. Cooley of North Carolina who sponsored the amendment to Public Law 480, the Food for Peace law.

For development

Cooley loans are used for development or expansion of foreign operations of U.S. business firms or their affiliates. Foreign firms are also eligible borrowers of these funds if the project to be financed will expand markets for U.S. agricultural products. The loans normally run for from 5 to 10 years and are repayable in local currency.

In the first 6½ years of the program (through October 1, 1963) some 240 Cooley loans were issued amounting to the equivalent of $179.7 million.

A little more than $2 million worth of such loans have been issued in Taiwan. With the new interest rate, more American businessmen "should consider the economic opportunities in that country," according to Seymour J. Janow, AID's Regional Administrator for the Far East. "The lower rate is a reflection of the improving economic climate of the Republic of China."

Information about the Cooley program can be obtained from the Private Enterprise Division, Agency for International Development, Washington, D.C., 20523. Loan applications should be submitted to the appropriate Regional Bureau of AID—the Near East, Africa-Europe, Far East or Latin America.

Applications may also be submitted to the U.S. AID Mission in the particular country concerned by addressing it in care of the American Embassy there.

Sudanese trained to operate AID-financed transmitters

Seven Sudanese engineers recently attended a practical engineering training session in broadcasting equipment at the Gates Radio Company, Quincy, Illinois.

Through the Agency for International Development, the Republic of Sudan recently purchased one 100,000 watt and two 50,000 watt broadcast transmitters. The transmitters were shipped earlier this year to the Sudan in North Central Africa and are now being installed.

The Sudanese engineers will eventually operate this equipment and were in the U.S. studying maintenance and operation procedures of broadcast equipment.

Licensed exports to Soviet bloc rise slightly in 3d quarter

Poland took 86% of U.S. exports, supplied 54% of bloc sales to U.S. during 2d quarter

The dollar value of U.S. license applications approved for export to the USSR and Eastern Europe during the third quarter totaled $19.5 million, against $16.6 million in the preceding quarter.

Secretary of Commerce Luther H. Hodges' report to the President and the Congress on export controls for the third quarter of 1963 showed that applications valued at $679,168 were denied. Total value of export license applications processed for Eastern European countries aggregated $20.1 million, up from $17.3 million in the preceding quarter.

Principal commodities approved for export to the USSR were: continuous mining machines, mine shuttle cars, conveying equipment and parts, $9.3 million; butyl alcohol, $1 million; calcined petroleum coke, $937,500; synthetic rubber and rubber compounding agents, $903,300; carbon black, $510,089; and woodpulp, $377,750. The total included $1.1 million of Mexican raw cotton transiting the U.S. to Czechoslovakia.

Major items rejected for export were: polybutadiene synthetic rubber, $280,010 to the USSR; video recorders, parts and accessories, $150,620, to Hungary; and an automatic spline broach grinding machine, $107,821, to Poland.

Total U.S. exports to the USSR and other Eastern European countries in the second quarter of 1963 equalled $65.4 million, or 1.1% of all U.S. exports for that period. U.S. imports from these countries in the second quarter amounted to $21.8 million, or 0.5% of total U.S. imports for that period. Poland accounted for $56.4 (86%) and $11.6 (54%) million of these U.S. exports and imports, respectively.

The report noted that beet and cane sugars were continued under short supply export control, with an export quota of 1,250 metric tons for the fourth quarter of 1963. Only 222.7 metric tons were licensed for export, and no applications were denied, during the third quarter of 1963.

The Department had 233 cases of possible violations of export regulations under investigation during the 3rd quarter. Of these, 59 were closed by the end of the quarter, and 13 were referred for appropriate legal action. Upon recommendations of its Investigation Division, the Department rejected 4 export license applications, valued at $3,906; revoked 3 licenses, valued at $26,002; and recalled 2 shipments, valued at $28,556, to prevent their unauthorized transshipment. Customs Collectors seized 130 shipments, with appraised value of $122,907.

In addition to a number of Department administrative orders denying export privileges to specified persons and firms, a Federal District Court levied fines of $1,000 and $5,000 against an American firm and its president when they pleaded guilty to an attempt to export electronic items without obtaining a validated export license.

Private Indian firm gets $2 million loan

Indian-U.S.-Swedish owned firm builds cellulose acetate plant

The Export-Import Bank has authorized a $2.1 million credit in favor of the Mysore Acetate and Chemical Company, Ltd., a private firm of Bangalore, India. Proceeds of the credit will be used to purchase U.S. equipment, machinery and services for construction of a cellulose acetate plant at Mandya near Bangalore.

The plant will produce cellulose acetate for the first time in India, at an annual rate of about 3,300 metric tons. The product is suitable for film manufacture and as a molding compound. The plant site is located near sources of raw materials such as cotton, acetic acid and acetic anhydride. Total cost of the new plant is estimated at $8.7 million.

Mysore Acetate and Chemical Limited is of international ownership, being jointly formed by the Mysore Sugar Company of India, Von Kohorn-Universal, a wholly owned subsidiary of the Universal American Corporation of New York City and Chematur of Sweden. Technical design and feasibility studies for the plant have been performed by Von Kohorn-Universal and Chematur.

All of the participating companies are expected to contribute substantially to the outfitting and initial operation of the new installation.

Export privileges taken away from two foreign firms

British firm, Austrian trader violate U.S. export controls

An Austrian trader and a British firm and official have been denied U.S. export privileges.

The Bureau of International Commerce, U.S. Department of Commerce, has issued a denial order to Josef Cremer of Vienna, Austria, for 90 days pending further investigation into his disposition of U.S.-origin commodities.

American, British and Canadian Spare Parts Company of London, also known as ABC Spare Parts Company, and Joseph W. Kent, in charge of the firm's operations, have been denied export privileges for an indefinite period for shipping U.S.-origin goods to Cuba.

Cremer, according to the Bureau, diverted, transshipped and re-exported U.S.-origin commodities of strategic nature to destinations in violation of the U.S. Export Control Act.

The denial order was issued to prevent Cremer from obtaining additional U.S. goods during the period specified. All outstanding export licenses in which Cremer appeared or participated have been revoked and ordered back to the Bureau for cancellation.

Investigations disclosed that the British firm had ordered and imported substantial quantities of U.S. spare parts for diesel locomotives from a number of U.S. companies and had then shipped these items from the United Kingdom to Cuba. This denial order continues in effect the provisions of a temporary denial order issued against ABC on June 18.

During the Bureau's investigation, the British firm declined to answer certain questions pertaining to its shipments of U.S.-made goods to Cuba. The Bureau stated that the firm's claim of confidentiality is a pretext for withholding information which would confirm violations of U.S. export control regulations.

The order prohibits both Josef Cremer and the ABC Company, Kent, and another London firm, J. W. Kent (Foreign Trade), Ltd., also controlled by Kent, and all other persons and firms related to them in the conduct of trade from ordering, buying, receiving, or disposing of any U.S. commodities.

Mexico-UAR sign agreement designed to increase trade

Most-favored nation treatment provided for customs duties, taxes, shipping laws

A commercial agreement designed to increase trade has been signed between Mexico and the United Arab Republic.

The Agreement, signed October 25, provides for general most-favored-nation treatment in regard to customs duties and related taxes, as well as MFN treatment under the port and shipping laws and regulations of the respective countries.

Also provided for are trade fairs, the use of any convertible currency in trade, free exchange of commercial information, the establishment of a joint consultative committee, and final ratification by exchange of documents in Cairo.

For details . . .

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

Product lists can be amended by simple exchanges of notes, and the validity of the Agreement is automatically extended from year to year unless denounced by either party three months prior to the anniversary date of the treaty.

Expected from the Agreement are items such as UAR's obligations to the Arab League, border trade, and common market or free trade associations such as Mexico's relations with LAFTA. Other exceptions include laws or regulations based on or involving police powers, nuclear energy, prison-made goods, gold and silver, public order and security, arms traffic, public health and sanitation, and items of an artistic, historical and archeological significance.

Probable imports into Mexico from the United Arab Republic under this agreement will include: long-staple cotton (over 29 mm.), dried dates, silk cloth, raw flax, flax tow or waste, wine, henna, cigarettes, essential oils for perfume, movies, and musical records.

Probable imports into the United Arab Republic from Mexico under this agreement include: sugar, tobacco, coffee, petroleum and products, metals, meats, machinery, movies, pharmaceutical products, iron and steel piping, zinc oxide, and electrical material.

Danish-Yugoslav trade pact reduces quota limitations

A new Danish-Yugoslav trade agreement covering the period November 1, 1963-October 31, 1964, was signed in Copenhagen November 4.

According to press reports, the salient feature of the new agreement is a substantial reduction in the number of commodities subject to quota limitations upon importation from Yugoslavia into Denmark as compared with the preceding agreement (dated December 16, 1961, and extended unchanged in 1962 until October 31, 1963).

For all other goods not subject to import restrictions in general, the Danish authorities will issue import licenses to the extent applied for by local importers. In return, Yugoslavia has agreed to ease imports of Danish breeding cattle.

Norway lifts import ban

The Norwegian Government has removed the seasonal import restriction on fresh pears effective January 2, 1964. The date for the removal of seasonal import restrictions on fresh apples has not yet been announced.

Burmese company seeks contacts with U.S. traders

New Government-financed firm to import variety of products

A new Government trading company in Burma, the Myanma Export-Import Corporation (MEIC), seeks direct trade contacts in the U.S. (INTERNATIONAL COMMERCE, December 2, p. 32).

The full scope of the Corporation's responsibilities is not yet clear, but indications show that it eventually will be active in the import of a wide range of products, as well as in the export of agricultural commodities, timber, rubber, and other products. Management of the Corporation is being entrusted to businessmen formerly active in Burma's export-import trade.

According to its Managing Director, the Corporation's transactions will be conducted directly with buyers/sellers on a principal to principal basis. Direct contacts are invited from individual firms or Chambers of Commerce in the U.S.

The U.S. Embassy in Rangoon indicates that the Burmese Government importing authorities are eager to receive literature from foreign manufacturers on the full range of goods which might be imported into Burma.

In many cases it seems certain that tenders are issued on the basis of data contained in manufacturers' literature. Consequently, U.S. firms interested in the Burma market may find it profitable to open direct contacts with the new company.

Danish Parliament gets housing, construction bill

Denmark's new Government housing and construction bill for 1964 was presented to the Parliament November 7.

The Housing Minister characterized the measure as the first step in removing existing building restrictions, according to the U.S. Embassy in Copenhagen. (Controls on private construction in housing was an important part of the comprehensive economic stabilization program passed by the Parliament early in 1963.)

The bill is primarily designed to stimulate cheaper construction through increased competition. Restrictions would be eased first on less expensive apartments and private dwellings. At the same time, construction firms and/or purchasers and renters would be required to increase their initial financial outlays in order to hold building starts within reasonable bounds.

The bill would immediately free construction in a number of urban areas for both apartments and row houses under a set cost, with a limited number of these units reserved to lower income groups. It also limits construction for industrial purposes to $23.9 million and institutional construction to somewhat over $5.8 million.

Germany increases quota for dried whole milk

The Federal Republic of Germany announces an increase of unannounced size in the import quota for dried whole milk. The quota was originally established in April 1962 for various countries including the U.S. Applications for licenses may be submitted until March 17, 1964; licenses will be valid until March 31, 1964.

Ceylon frees drugs from import controls

The Government of Ceylon recently announced the addition of a large number of drugs and dental materials to the list of such products which can be imported without individual import licenses.

The Government also released a list of Ceylonese importers to whom import quotas were granted in 1963, on the basis of their past imports.

Specific information concerning individual products or industries on either list may be obtained from the Near East-South Asia Division, Bureau of International Commerce, Washington, D.C., 20230.

DEPRESSED AREAS' BENEFIT

European Investment Banks finance projects in Italy

The Common Market's European Investment Banks (EIB), and the Cassa per il Mezzogiorno (a fund for the development of southern Italy) agree to finance jointly eight industrial projects in Southern Italy.

Total EIB participation in these projects will amount to $14.5 million.

Two of the loans totaling $4.24 million are for 13 years; the rest are for 12 years. The interest rate in all eight loans will be 5⅞ percent.

The European Investment Bank, established under the Common Market Treaty, helps finance investment projects aimed at benefiting the Community's depressed areas which are located principally in southern Italy, and certain parts of Southern and western France.

These eight loans bring the EIB's total loan commitments from the beginning of its operations to the present to $226.8 million and the total value of investment projects to which the EIB has contributed now stands at considerably more than one billion dollars.

Individual projects comprise:

a) The construction of a factory for the production of thermostats (annual production: 1 million units) in Salerno. The project is to be carried out by the Landis & Gyr Italiana S.p.A., Milan. It will enable the employment of 500 people. Fixed investments attain 4.16 million units of account, toward which the Bank will contribute 1.6 million units of account, through a 12-year loan. (A unit of account is equivalent to the gold value of US $1.00).

b) The construction in the Province of Latina of a factory for deep-frozen vegetables with a capacity of 5,000 metric tons/year. This project calls for 160 permanent and 490 seasonal jobs. Fixed investments attain 2.2 million units of account, toward which the Bank will contribute 500,000 units of account, through a 13-year loan.

c) The construction in Sessa Aurunca (Caserta Province) of a factory for the production of light metal frames and specifically prefabricated school buildings. The project will be carried out by Soprefin—Societa Prefabricati Finsider S.p.A., Rome. It will enable the employment of 250 people. Fixed investments attain 3.68 million units of account, toward which the Bank will contribute 1.6 million units of account through a 12-year loan.

d) The construction in Bari of a factory for gear-boxes and diesel motors, to be carried out by Fabrica Automobili Isotta Fraschini e Motori Breda S.p.A. (BRIF), Milan. The project will provide 410 jobs. Fixed investments attain 6.88 million units of account to which the Bank will contribute a 12-year loan of 2.88 million units of account.

e) The extension of a plate glass and cast glass factory in Caserta. The project will be carried out by Fabrica Pisana di Specchi e Lastre Colate di Vetro Delia Societa Saint-Gobain, the Italian branch of the Compagnie de Saint-Gobain, Paris, enabling the employment of some 100 new people. Fixed investments attain 8.16 million units of account, to which the Bank will contribute 2.88 million units of account through a 12-year loan.

f) The construction of a brewing-malt plant with a capacity of some 12,000 metric tons/year in Pomezia (Province of Rome). The project will be realized by the Malteria Tirrena S.p.A., Pomezia. Fized investments amount to 2.05 million units of account, toward which the Bank will contribute a 12-year loan of 0.8 million units of account.

g) The construction in Salerno of a factory for the production of sanitary-ware to be carried out by Ideal Standard S.p.A., Milan, providing jobs for 260 persons. Fixed investments attain 5.06 million units of account, and the Bank's contribution will be a 13-year loan of 2 million units of accounts.

h) The construction of a spinning-mill for the production of carded yarns from artificial fibres, wool, and cotton with a total capacity of 4,000 metric tons/year, in Siniscola (Nuoro Province, Sardinia). The project will be executed by the Marfili-Filatura del Mare S.p.A., Cagliari. It will provide 275 jobs. Fixed investments amount to 5.47 million units of account, toward which the Bank will contribute 2.24 million units of account through a 13-year loan.

Thai Government sets par value on monetary system

Limits put on buying, selling rate for commercia banks, agents

Thailand has established par value for the baht, effective October 20, at 1 baht to 0.0427245 grammes of fine gold or 20.80 bahts to the U.S. dollar.

Regulations provide that the buying or selling rate for commercial banks or authorized agents for spot delivery shall not be below 20.5920 bahts and shall not exceed 21.0080 bahts per U.S. dollar.

In the case of other currencies, the buying or selling rate for spot delivery shall not be below the multiple of the prevailing U.S. dollar-baht rate and the lowest permissible rate of exchange for such currency in terms of the U.S. dollar, which is one percent below parity.

For example, in the case of pound sterling, as the official parity is US$2.80 to 1 pound, one percent below parity is US$2.772. Assuming that the prevailing U.S. dollar-baht rate is 20.6800 per US $1, the minimum rate of exchange for pound sterling and the baht at which commercial banks or authorized agents may buy or sell for spot delivery is (20.6800 x 2.772) 57.3250 bahts per pound sterling.

The rate shall not exceed the multiple of the prevailing dollar-baht rate, and the highest permissible rate for such currency in terms of the U.S. dollar, which is one percent above parity. For example, in the case of pound sterling, as the official parity is US$2.80 to 1 pound, one percent above parity is US$2.88. Assuming that the prevailing dollar-baht rate is 20.6800 per US$1, the maximum rate of exchange for pound sterling and the baht at which commercial banks may buy or sell for spot delivery is (20.6800 x 2.828) 58.4830 bahts per pound sterling.

Forward exchange transactions do not fall under the limits prescribed. Where a foreign currency is bought or sold under a forward exchange transaction in foreign markets at a rate differing from its par value by more than one percent, commercial banks need not buy or sell such currency at a rate under the above prescribed limits.

Tanganyika joins AID investment guarantee program

Tanganyika is the 19th African country to join the AID Investment Guarantee Program.

Members of the U.S. Trade and Development Mission, led by Bernard Blankenheimer, Director, African Division, Bureau of International Commerce, were present when the agreement was formalized November 14 by an exchange of notes between Tanganyika's Minister of Finance, Mr. Bomani, and the U.S. Ambassador to Tanganyika, William Leonhart.

The Guarantee supplements the general assurances given to all foreign investors by the Foreign Investment (Protection) Bill which was recently adopted by the Tanganyika Government *(International Commerce,* November 25).

The new bilateral agreement permits AID to insure U.S. citizens, U.S. corporations and their wholly-owned foreign subsidiaries against various non-business risks. Insurance is offered against inability to convert local currency into dollars; against loss due to expropriation, war, insurrection, and revolution; and certain commercial and political extended risks.

A Tanganyikan Government statement declared that the existence of the agreement, together with the Foreign Investment Act, would make it possible for U.S. businessmen to invest in Tanganyika with complete confidence and that "the exchange of notes, taking place as it does when a visiting U.S. Trade Mission is in the country, should add impetus to the drive towards industrial expansion."

German Federal Republic extends import quotas for fresh apples and pears

The Federal Republic of Germany announces the extension of a quota of unannounced size for imports of fresh apples and pears from the U.S. and Canada. (The original quota was reported in the September 23, 1963 issue of International Commerce.)

Existing plant regulations must be observed, and the fruit must correspond to EEC quality standards. Only apples of classes "Extra" and "No. I" may be imported.

Applications for licenses may be made until the value limit is reached, but not later than June 30, 1964. The first day of customs clearance is January 1, 1964; licenses issued are valid through June 30, 1964.

Although embargoes of apples and/or pears of certain quality groups, varieties or assortments are possible, further imports will be permitted upon presentation of an invoice endorsed by the Foreign Trade Agency proving that the contract was concluded prior to the day of the embargo announcement.

France opens new quotas on U.S., Canada imports for six-month period

France has opened new 6-month (Oct. 1, 1963-Mar. 31, 1964) quotas of unannounced quantity for imports from the United States and Canada of the following products:

Dried or dehydrated vegetables; dried mixed fruit with prunes; canned tomatoes; canned asparagus; non-frozen canned fruit without alcohol but with sugar; grape, orange, pineapple, apple and tomato juices; mixed citrus and pineapple juices; and other mixed fruit juices (excluding apple and pear juice mixture).

Except for the first two products, all items can be imported only by fruit and vegetable canners or by importers acting in their behalf.

Applications for licenses were to be filed not later than by November 28.

Open general license terminated in Burma

The Controller of Foreign Exchange, Union Bank of Burma, has announced termination of all foreign exchange authorizations for imports under Open General License.

The Open General License had covered consumer goods in general and was available to any registered importer who could obtain foreign exchange. All imports of consumer goods will now be effected by Government corporations (see International Commerce, December 2, p. 32).

Importers were required to cancel immediately all letters of credit for orders not actually shipped by October 28.

Argentine Government issues decree prohibiting imports of certain goods

Non-essential, industrial materials affected by order until Government review of future needs is completed

The Argentine Government by Decree 626 prohibits the importation of certain non-essential and industrial goods.

Among the non-essential goods affected by this import ban, which went into effect on November 8, are: cigarettes, walnut and mahogany lumber, certain tools, whiskey, wool, cotton and silk textiles, rayon yarn, beverages, preserves, tea, cigars, furs, shoes, furniture, luggage, cosmetics, stationery supplies, toys, sporting goods, kitchen ware, china, glassware, rugs, jewelry, and refrigerators.

These products, previous to the ban, were subject to surcharges totaling 250 percent of the c & f value. Imports of machinery and equipment, other than under investment programs, also are prohibited importation under this decree, but only temporarily until a review of Argentina's future need for such imports has been completed.

Continued imports

However, the decree provides for continued importation of machinery and equipment authorized under previous laws and decrees. Among the products specifically provided entry under Decree 626 are: highway machinery, military items, equipment for shipyards and naval shops, and machinery and equipment for the steel, petrochemical, and cellulose industries.

Also permitted entry are parts as well as components for local automobile, tractor, and engine assembly according to authorized production schedules. In addition, industrial raw materials and pharmaceuticals are reported exempt from the import ban.

Complete list

A complete list of the merchandise which may be imported into Argentina under the terms of the decree, is not presently available. Argentine Central Bank officials, however, have indicated that such a list is being compiled, and that it may be available in the near future. When the list is received, it will be announced in INTERNATIONAL COMMERCE and a copy will be distributed to all Commerce Field Offices. With the exception of certain machinery and industrial equipment, it appears that most imports subject to surcharges of less than 150 percent will be permitted entry.

Australia allots $2.1 million for electronic computers

Australia's Parliament has authorized the expenditure of 948,000 Australian pounds—about $2.1 million—for the acquisition of electronic computers and ancillary equipment. The money was provided as part of 1964-66 funds granted to universities, as recommended to Parliament by the Australian Universities Commission.

The nine recipients, and the amounts, are the Universities of Sydney, $302,400; New South Wales, $336,000; New England, $73,920; Melbourne, $336,000; Monash, $224,000; Queensland, $67,200; Adelaide, $112,000; Western Australia, $336,000; and Australian National, $336,000.

For additional information, call or write the Business and Defense Services Administration, Department of Commerce, Washington, D.C., 20230, Telephone WO 7-4379.

Denmark will issue scrap export licenses

Denmark's Ministry of Commerce announced October 29 that from November 1, until further notice export licenses would be issued covering certain cast-iron scrap items.

Such items are machinery castings, obsolete stoves, ranges and parts to the free-list countries including the U.S. After Dec. 31, the arrangement may be terminated upon 14 days notice.

Export licenses issued between November 1 and December 31 will be valid until Jan. 31, 1964. Subsequently issued licenses will have a validity of one month. All licenses, however, may be extended for one month as long as the arrangement remains in force.

CORRECTION

A Business Bulletin on automobile industry, predicting record year-end total sales of about 1.6 million passenger cars, should be attributed to the United Kingdom and not Spain as reported in INTERNATIONAL COMMERCE, December 9.

Mexico, Italy sign protocol amending trade agreement

A protocol amending the general trade agreement of September 15, 1949, has been signed by Mexico and Italy to attempt to increase trade each way between the two countries by a minimum of $4 million annually.

The protocol includes a list of products in which trade will be increased. Copies of the lists of products involved are available to interested parties upon request from the Department of Commerce, Bureau of International Commerce, Office of International Regional Economics, Washington, D.C., 20230.

Under the protocol, the Italian Government will facilitate the purchase of products on the lists by granting the necessary import and export permits. The Mexican Government reciprocally is to favor the importation of Italian products in the quantities specified in the list.

The protocol entered into effect October 28 and is to be revised annually.

American firms to build Paraguayan oil refinery

Universal Oil Products, Des Plains, Ill., in conjunction with Fish Engineering, Inc., Houston, will construct Paraguay's first oil refinery.

The plant, which is being financed by the Interfinancial Corporation of New York and which was originally slated to have a capacity of 5,000 barrels of crude daily (I.C. 8-18-62, p. 2), will have a capacity of 10,000 barrels, though initial supply needs are estimated at 3,500 barrels.

Refineria Paraguaya S.A., an affiliate of BOC International which will run the refinery, has signed a contract with the French firm, Societe Pour La Valorization des Petroles Bruts, for the supply of crude oil from Sahara wells over a five-year period, beginning January 1, 1965.

Petroleum, wheat costs increased by Brazil

Brazil recently increased the rate of exchange at which petroleum and wheat products may be imported.

The cost of such imports was increased from the subsidy price of 475 cruzeiros to the normal price for most imports of 610 cruzeiros to the dollar.

Investment Opportunities pages 34-37

U.S. SKILLS SOUGHT

Third group of business leads from Trade Mission to E. Africa emphasize know-how and capital

25 new openings pinpoint development potential for many industries—from bottle caps to textiles—from building materials to commercial fisheries

While the opportunities in Kenya and Tanganyika listed in this third report from the U.S. Trade and Development Mission to East Africa vary widely in size and industrial classification, the majority of them call for a joint-venture type of arrangement with emphasis on technical and managerial know-how, as well as capital participation.

American firms interested in following up one or more of these opportunities are requested to show the appropriate interview report number on any correspondence. This number is listed in parentheses after each address. Other Mission opportunities were reported in INTERNATIONAL COMMERCE for Dec. 2, p. 36, and Dec. 9, p. 45.

0139 Cattle raising

An established and Government-supported firm of cattle breeders in Tanganyika is interested in entering into a joint venture with a U.S. rancher or cattle breeder in order to expand operations and improve local stock.

Write Mwananchi Development Corp., Ltd., P.O. Box 2092, Dar-Es-Salaam, Tanganyika. (IR 151)

0912	Fisheries
2511	Furniture
2821	Plastic materials
2844	Tooth paste
3144	Footwear
3272	Building materials
3423	Agricultural tools, equipment
3981	Tooth brushes

An unusual opportunity is afforded U.S. manufacturers to enter into joint ventures in Tanganyika by an economic committee there. This group is sponsored by the Aga Khan, who is interested in promoting local light industries among his followers.

The Committee wishes to correspond with U.S. firms that are prepared to assist the development of local industries by providing, on a joint-venture basis, know-how and equipment for commercial fishing, plastic extrusion and injection, furniture making (wood and aluminum) shoe making and production of building materials, agricultural tools and equipment, tooth brushes and tooth paste.

U.S. investors are invited to write to H. H. Aga Khan Shia Imami Ismailia Economic Committee, P.O. Box 460, Dar-Es-Salaam, Tanganyika. (IR 140)

2024 Ice cream

A Kenya firm of manufacturers' representatives and distributors of general merchandise is interested in entering into a joint venture or licensing arrangement with a U.S. firm to manufacture ice cream and distribute it through a chain of drive-in stores.

Write to Mr. Daya, Astor Trading Corp., Ltd., P.O. Box 5308, Nairobi, Kenya. (IR 58)

2037	Fruit, vegetable processing
2299	Textiles
2844	Cosmetics
3211	Glass

An established and important firm in Kenya, engaged in the manufacture of hardware, building materials, and textiles and the distribution of food products and cosmetics, desires to enter into joint ventures with American firms to expand its present operations and engage in new enterprises.

The firm mainly requires technical know-how. It is principally interested in expanding its operations in the textile field, in which it has considerable experience—albeit on a small scale—in fruit and vegetable processing and the production of cosmetics and glass.

For further information, write to Bureau of International Commerce, Office of International Investment, File 1-2037-1-G, Department of Commerce, Washington, D.C. 20230. (IR 213)

2037 Fruit, vegetable processing

A Kenya farmers association is interested in starting a range of food-processing enterprises utilizing locally-produced crops both for the domestic market and for exports. U.S. firms interested in participating in the development of these enterprises should write to Mr. C. A. Magee, Kenya Farmers Association, P.O. Box 35, Nakurn, Kenya. (IR 223)

2299 Textiles

A Kenya firm presently engaged in a wide range of commercial activities, particularly the importation and distribution of textiles, invites U.S. textile manufacturers or producers of textile machinery, to participate in a $4.5-million joint venture (including the first year's working capital) to establish a vertically-integrated textile enterprise in Kenya to serve the East African market.

The firm is prepared to provide some of the capital required and has obtained agreement in principle from Japanese interests for additional financing. U.S. joint-venture capital and technical/managerial participation is desired on a mutually agreed share basis.

Production capacity based on the capital investment contemplated is reckoned at 15 million square yards, or about one-sixth of annual East African imports (valued at around $19 million).

For further information, write to the Bureau of International Commerce, Office of International Investment, File 1-2299-1-B, Department of Commerce, Washington, D.C. 20230. (IR 220)

2432 Plywood

One of the major lumber producers in Kenya, with a concession comprising large stands of podo, pine and other soft woods, is planning the installation of a plywood mill costing about $300,000. The firm proposes a joint venture with an American firm able to provide technical management as well as investment capital.

Write to Bureau of International Commerce, Office of International Investment, File 1-2432-1-G, Department of Commerce, Washington, D.C. 20230. (IR 218)

2643 Paper bags

A Kenya manufacturer and distributor of paper products seeks to enter into a licensing arrangement or joint venture with a U.S. firm for the purpose of expanding his operations. Requirement is principally for machinery, such as paper-bag-machinery and the like.

Write to Mr. Maganlal M. Chandaria, Chandaria & Co., P.O. Box 1155, Mombasa, Kenya. (IR 215)

2841 Soap
3461 Bottle caps
3951 Ballpoint pens

An established manufacturer's representative in Kenya with plans to go into manufacturing himself wants licensing arrangements with qualified U.S. firms for the local manufacture of such articles as soap, bottle caps, ballpoint pens and the like.

Write to Mr. Mussa Jetha, Mussa Jetha & Sons, Ltd., P.O. Box 261, Mombasa, Kenya. (IR 199)

3842 Clothing

A clothing manufacturer and manufacturer's representative in Kenya proposes a joint venture with an American clothing manufacturer for the expansion of his present operations. He is prepared to invest about $30,000 for such a joint venture.

Write to Mr. N. D. Shah, African Merchandise Agencies, P.O. Box 2011, Mombasa, Kenya. (IR 212)

3952 Chalk

A recently established firm manufacturing chalk in Tanganyika proposes to increase production by installing automatic machinery. It seeks to interest a manufacturer of such machinery, or other U.S. investor, in entering into a joint venture by supplying the required machinery and equipment as his capital participation in the enterprise.

Write to Mr. Amir Bhatia, Chalkstick Co., P.O. Box 2260, Dar-Es-Salaam, Tanganyika. (IR 116)

3993 Neon signs

With a view to meeting the demands of a growing market, a local manufacturer of neon and plexiglass signs proposes a joint venture with an American neon-sign manufacturer. The firm now enjoys some 90% of the Tanganyikan market for neon signs. This business brings in an annual return in sign rentals of $8,400 on an initial investment of less than $20,000. In order to expand operations and enter other East African markets, notably Burundi, Congo Republic and Uganda, the firm requires from $20–30,000 additional capital.

Prospective U.S. investors should write to Mr. N. J. Samaras, Afro Ads Neon Lite, Ltd., P.O. Box 711, Dar-Es-Salaam, Tanganyika. (IR 147)

7011 Hotels

A Kenya hotel operator seeks a U.S. investor willing to put up around $200,000 on a joint-venture basis toward a $300,000 hotel which he plans to build on a 2-acre plot held on a principal street in Nairobi.

Write to Mr. Jan Mohammed, Midland Hotel, P.O. Box 257, Nakuru, Kenya. (IR 224)

Ladies' coat, suit license is offered

Netherlands company now exports its line to many countries

A Netherland women's clothing firm is seeking a U.S. licensee for its line of women's coats and suits. The company is said to have a very good reputation in and outside the Netherlands in regard to its styling and workmanship.

The firm says its international reputation is also due to its fashionable high-quality merchandise. Exports of its products now go to Sweden, Denmark, Norway, Finland, Belgium, France, Switzerland, Germany, England, Australia, South Africa, U.S.A., Canada and Lebanon.

Additional information on this opportunity may be obtained from the Bureau of International Commerce, Office of International Investment, File 1188, Department of Commerce, Washington, D.C. 20230.

Roof ventilator license requested in Germany

A German firm is interested in obtaining a license to manufacture a new type of roof ventilator. It presently produces ventilators and air conditioners.

Write to Ventilatorenfabrik GmbH, 10 Ahlmenstrasse, Oelde, Westfalen.

Agency in Guinea to spur foreign investment growth

Production for industrial and consumer areas cited, together with drug and printing projects

Recognition by the Government of Guinea of the need for additional measures to promote industrial growth recently led to the formation of the Ministry of Economic Development. The Liaison Bureau of this Ministry is charged with providing assistance and information to foreign investors.

In 1962, the Republic of Guinea had passed an investment law under which approved industries receive tax and tariff relief that is progressive according to the value of the enterprise to the Guinean economy. Tax relief is granted for 7 to 10 years and tariff relief for 5 years from the start of production.

According to the Liaison Bureau of the Ministry of Economic Development, investment opportunities now exist in the following areas:

Bauxite and aluminum . . . Iron ore . . . Pineapple culture and canning . . . Tapioca . . . Hotel . . . Nails, bolts and barbed wire . . . Sugar . . . Fisheries . . . Tire recapping . . . Radio assembly and repair.

Other openings

This is only a partial listing of available opportunities. For example, the existence of a large, modern printing plant operated by the Government creates the possibility of a joint publishing venture to supply books and magazines to the Guinean and foreign markets.

In addition, the Government agency PHARMAGUINEE, responsible for the importation and distribution of pharmaceutical products, seeks the collaboration of a foreign pharmaceutical company to provide equipment and technical assistance to expand the line of drugs produced and packaged in Guinea.

Further information concerning investment opportunities, as well as general information on Guinea, is contained in a "Summary Report to Businessmen" prepared by the economic consulting firm of Checchi and Company for the Liaison

Bureau of the Ministry of Economic Development. Firms interested in investing in Guinea who wish to obtain a copy of the report should write to Checchi and Company, 1612 K Street, NW., Washington, D.C. 20006.

Rotary-segment pump offered by Austrian concern

New type, patented equipment designed for agricultural use

A new type rotary-segment pump for liquids, specifically designed for agricultural purposes, has been developed by an Austrian firm which offers to license it to interested U.S. manufacturers.

An Austrian patent has been obtained on the pump and patent applications have been filed with other countries, including the United States.

Basically, the pump consists of a cast-iron, air-tight casing and an eccentric rotor. When in motion, 5 wear-resistant segments affixed to the rotor spread out under the compulsion of centrifugal force and provide automatic sucking and forcing action.

The equipment provides reliable action with liquids of thin to medium consistency up to a temperature of 176° F. and is resistant to the usual types of pesticides, insecticides, oils and alkali.

Additional information on this pump may be obtained on a loan basis from the Bureau of International Commerce, Office of International Investment, File 1191, Department of Commerce, Washington D.C. 20230.

Palm oil/mine venture

A Penang firm, that claims to have in excess of 50,000 acres of land covered partly with high-quality timber, seeks a joint venture in palm-oil planting and mining.

The land is reputed to be rich in tin, iron and wolfram ores, as well as deposits of galena. Certain parts of the area are said to be highly suitable for palm-oil planting.

For further information, write to Ban Huat Enterprise, Ltd., 28 Beach St., Boon Siew Motor Bldg., Penang, Malaysia.

Singapore Economic Development Board invites private American investment

Technical and financial assistance are available for a wide range of industrial projects; pioneer certificates granted

Earlier accounts of investment opportunities reported by the U.S. Trade and Industrial Development Mission to Malaysia (as published in the 4 November issues of INTERNATIONAL COMMERCE) mentioned the role of the Singapore Economic Development Board in sponsoring a variety of industrial projects.

U.S. firms considering Malaysian investment are encouraged to take advantage of the technical and financial assistance offered in the broad range of Board projects described to Mission members.

In addition to the expansion of existing Singapore industry, the Board has granted pioneer certificates for 119 new industrial enterprises. Several of these enterprises are already in production but most are still in the planning stage or are negotiating for the machinery and technical know-how necessary to ensure their successful implementation.

The Mission was provided with a complete list of the 119 new industrial firms and the products which each plans to manufacture. U.S. firms might well investigate whether the manufacture of their product has already been approved. If so, the firm to which the certificate has been granted might be willing to consider a joint-venture proposal.

Varied projects

Projects suggested as offering possible interest to U.S. firms seeking licensing arrangements or joint ventures include the following.

Pharmaceutical products . . . sheet glass . . . steel fabrication . . . machinery assembly . . . assembly and manufacture of electronic instruments and electrical appliances . . . glass-fiber products and . . . carbon black;

Also, automotive assembly . . . aluminum rolling and extrusion . . . miscellaneous industries such as surgical instruments . . . hand tools . . . building hardware . . . copper wire . . . plastic products . . . flexible conduits.

In addition to the above categories a number of other industries have been investigated and are reported to have been found feasible. These include:

The building materials industries . . . chemical and allied industries . . . electrical industries . . . food industries . . . mechanical engineering industries . . . mining and minerals . . . the textile and jute industries and . . . wood and rattan industries.

Basic information regarding the above investment opportunities was provided each Mission member and has been incorporated into several of the members' reports.

Additional information on the data provided by the Singapore Economic Development Board will be provided upon request to the Bureau of International Commerce, Office of International Investment, File EDB-H, Department of Commerce, Washington, D.C. 20230. (IR 391)

Air conditioner and truck body output requested

Turkish company is looking for joint venture, license deal

A joint venture or licensing arrangement to make domestic and commercial air conditioners and refrigerated truck-bodies is sought by a fast-growing and well-financed Turkish concern.

The company now manufactures steel structures as well as aluminum doors and windows and household appliances such as refrigerators, washing machines and butane gas stoves.

The firm was established in 1952 with very little capital and only 20 workers. It now employs 800 people, including 25 engineers. According to the firm's principals, who enjoy a good reputation, the main factory covers 8000 square meters and a second plant covers 2000 square meters. Total production during 1963 is estimated at TL 54,000,000 ($6 million).

For further information, write to Bureau of International Commerce, Office of International Investment—File 4-3585-4-B, Department of Commerce, Washington, D.C. 20230.

Trade Mission to Austria finds varied openings for U.S. firms

Cross-licensing suggested, development capital asked, Austrian products offered, U.S. techniques sought

Interviews held by U.S. Trade Mission members with Austrian businessmen in November resulted in two opportunities for U.S. manufacturers to produce Austrian articles under license. The products include the processing of cereals into chocolate bars and a reciprocal agreement concerning pharmaceuticals and cosmetics.

Names and addresses of the Austrian firms offering licenses for their products, together with additional information, may be obtained by U.S. manufacturers from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, by referring to the appropriate file number given below.

Licenses offered

204-207 Cereals into chocolate bars

The owner of a patented process for treating cereals (similar to puffed cereals) and processing them into chocolate bars for military use seeks American licensee to manufacture this product in the U.S. **File 1189.**

284 Pharmaceuticals, cosmetics

Manufacturer of pharmaceutical products and cosmetics seeks licenses to make related U.S. items for Austrian market and also seeks U.S. licensee to manufacture its products in North America.

One of the cosmetic products, offered under license, is described as follows: "Instant mash is a cosmetic preparation developed on the basis of the latest scientific knowledge. Its vasodilatory and antibacterial components get rid of waste products and impurities and guard against skin infections and bring about a mild vitalization and invigoration of the skin." **File 1190.**

Funds, licenses sought

The November Trade Mission to Austria also located a number of investment opportunities for American businessmen. These opportunities include licensing and joint-venture proposals in such fields as the following: foam-rubber products, pharmaceuticals, foundation garments, plastic coating, heating and air-conditioning equipment, aerosol cosmetics and steel shelving.

234 Foundation garments

License is sought by manufacturer of corsets to produce U.S. branded line of corsets, bras and panty girdles. Leo Auer, Goldschmiedgasse 6, Vienna I.

254 Metal shelving

Joint venture being considered by Austrian firm which owns land, plans and material valued at about $80,000. Firm seeks investor with equal amount to help build and equip plant for the manufacture of steel shelving. Martzak-Goerike & Soehne OHG, Preindlgasse 16, Vienna XIII.

282 Foam-rubber products

Manufacturer of foam-rubber products seeks partner to invest about $200,000 to assist in expanding company operation into Near East. Up to 80% interest in Austrian firm offered. Peter Gefaell, Wiener Strasse 73, Purkersdorf. N.Oe.

283 Pharmaceuticals

Licensing arrangement is sought by manufacturer of pharmaceuticals with U.S. firms to produce for local sales. Eggochemia, Fabrik f. Chem. & Pharm. Praeparate, Heiligenstaedterstrasse 158, Vienna XIX.

284, 285 Aerosol cosmetics, paints

Manufacturer and distributor seeks license to produce internationally registered brands of aerosol cosmetics, paints and household products. Cehasol K.G., Haasgasse 10, Vienna II.

307 Plastic coating

Consulting engineer seeks U.S. license for the process of coating steel with plastic, also coating of other materials such as concrete. A. Wochinger, Franz Hochedlingergasse 10, Vienna II.

313 Shoe findings

Manufacturer seeks licensing arrangement for production of shoe findings, particularly box toes for shoes as well as adhesives for shoe manufacture, wall and floor tile and the building industry. Karex, Industriestrasse 135, Vienna XXII.

343 Heating, air conditioning

Producer of heating and air-conditioning equipment seeks U.S. license to manufacture gas heating and air-conditioning equipment, particularly combination units. Kirchbauer & Sohn, Oesteer. Gas-u. Sanitaergeraete Handelsges, Karl Schweighofergasse 3, Vienna VII.

Central-heating venture or license tie-up wanted

A licensing or joint-venture opportunity is sought by a manufacturer of sheet-metal equipment, automatic oil-fired central-heating units and small industrial heaters with U.S. producer of central-heating equipment.

Write to Mr. J. Kitching, Managing Director, Ace Aire, Ltd., 92-96 Beachcraft Road, Onehunga, Auckland, New Zealand.

Home-heating, garage service items asked

A British manufacturer is interested in obtaining a U.S. license to make products similar to those it now manufactures. Equipment currently being produced includes: (a) garage service equipment, (b) oil-dispensing, storage and lubricating-pump equipment and (c) home-heating equipment.

Baelz Equipment, Ltd., Railway Street, Wolverhampton, Staffordshire, England.

Singapore shirt venture

A Singapore firm manufacturing shirts and other garments is interested in a joint venture with a U.S. concern, according to a report given the U.S. Trade and Development Mission to Malaysia and Hong Kong.

The firm is said to have obtained a pioneer certificate for its new plant and is producing 500 dozen shirts a day. Their products are said to be of a high quality.

Potential investors should write for further information to Century Garments, Ltd., 58-B South Bridge Road, Singapore 1, Malaysia. (IR 204)

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Kitchen equipment required for Sudanese trade school

The Office of Small Business has received information from the US AID Mission in Sudan for the need of information, such as, sizes, prices and other data on items for the Khartoum Senior Trade School kitchen. Since construction is now in advanced stages, air mail responses from interested suppliers indicating availability of items, enclosing pamphlets and other information on equipment of this type, are desired. Equipment required follows:

Bench type vertical electric mixer, 20 qt. size having 3-speed ⅓ H.P., 230 VAC, 50 cycle motor; bench type electric potato and vegetable peeler, ½ H.P., 230 VAC, 50 cycle motor; commercial refrigerator with one door, maximum depth 34″, 70″-80″ in height and 40″ wide, outside measurements. Capacity 25 to 30 cu. ft., ⅓ H.P. condensing unit, air cooled, 230 VAC, 50 cycle; self contained refrigeration unit for walk-in refrigerator, net capacity of room 230 cu. ft., complete with 1½ H.P. motor blower, fan and door sizes 2′, 10″ x 7′, 6″ high in 20 textured aluminum, complete with frame and sill. Include four rows of wire shelving, chrome finish, 20″ wide x 6′, 4″ long, two meat rails with two supports, length ¾″ in galvanized steel. Power supply for this item will be three phase, 440 VAC, 50 cycle. All internal insulation for walls to be made locally.

Stainless steel sinks, 2, double compartment and double drain board, sizes 70″ x 21″ wide, countertop model. Must be furnished with top mounting faucets, 8″ swing spout, aerator spray extension and two taps, including 1½″ dia. drain and 'P' trap, with cleanout all chrome finish; stainless steel sinks, 2 double compartment, same size bowl, overall sizes 36″ long x 22″ wide x 10″ depth, approximately, complete with accessories as above; cook ranges to be operated by Butane gas, maximum length when two are combined, 10″. Each cooker should have two large and two small burners, grill and oven.

If, and when, this material is purchased, it will be financed under A.I.D. Grant Project No. 650-11-610-007. Prices and information should be sent to the architectural firm in charge of this construction, Ayoub & Petermuller, P.O. Box 1149 Khartoum, Sudan. Information to be submitted not later than December 27. This firm is also interested in receiving literature on U.S. electrical device catalogs, such as, Bryant Electrical Manufacturing Company, Arrow-Hart & Hegnan Electrical Products, along with other manufacturers of this line. SBC-475.

Manitoba invites tenders for river project construction

The Province of Manitoba is expected to invite tenders for two separate major construction jobs on the Red River Floodway Project on or about Jan. 15, 1964. These two construction projects will involve an expenditure of a minimum of $6 million. The first project is the Inlet Control Works involving a gated concrete control structure complete with bridge, control room and machinery together with abutting earth dykes, coffer dams and perimeter grout cutoff; the second is the Gates and Hoists for Inlet Control Works involving the supply and erection of two large submersible sector-type gates complete with ancillary equipment.

American firms desiring to bid must have been registered in Canada for at least a year to be eligible to tender and must, if a successful bidder, register in Manitoba before the contract is actually signed.

Preliminary information may be obtained by interested firms at Room 406 Norquay Building, 401 York Avenue, Winnipeg, upon payment of a $10.00 check made payable to the Honorable Provincial Treasurer, which will be returned providing the preliminary information is returned to the above office within 14 days after receipt.

Iraqi power station needs piping, tanks

The Directorate General of Industrial Design and Construction, Ministry of Industry, Iraq invites bids for the supply and delivery of piping and tanks together with the complete erection at Daura Power Station. Tenders must be submitted in English and must be accompanied by a deposit of $19,600 (I.D. 7,000/—).

The bid deadline for this contract (No. 8/3/19) is February 20, 1964.

A set of tender documents and specifications is available for review only in the office of the Building Materials and Construction Industries Division, BDSA-306, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

SHAPE invites two bids for paper hand towels, paint

The Purchasing and Contracting Officer, Supreme Headquarters Allied Powers Europe (SHAPE) has issued two invitations to bid, Nos. 6-64 and 8-64, for 25,000 pakages of paper hand towels (100 sheets per package), and various lots of paint totaling 11,400 kgs., respectively.

The following specifications are listed in invitation No. 6-64: "Bleached paper hand towels, white, strong, absorbent, 10 by 13¾ inches unfolded; "C" fold size, 10 by 3¾ inches stacked, not interlapped, flat, to fit standard dispenser size 10½ by 3⅝ by 11 inches."

The invitation to bid No. 8-64 is subdivided into ten lots of various kinds of paints including interior, oil paint; vinylique white paint; rubber base traffic paint; anti-rust paint.

The bid deadline is December 23 for invitation No. 6-64 and December 19 for invitation No. 8-64.

Copies of the invitations to bid, with instructions and additional information are available to all U.S. firms certified eligible to participate in NATO bidding by writing to BDSA, Rm. 4203, Department of Commerce, Washington, D.C., 20230, attn: SHAPE—France-No. 6-64 (or 8-64).

Firms desiring to be certified eligible to participate in NATO bidding should send a resume of their qualifications to the above address, marked attn: NATO—ConsoList. A brochure describing the NATO Infrastructure Program and International Competitive Bidding Procedure is available from the same office.

Travelling crane sought by Sudan Railways

The Office of Controller of Stores, Sudan Railways, Atbara has announced Tender No. 2961, bid deadline January 2, for an electric travelling crane.

The crane should be an overhead electric travelling crane of five ton capacity capable of hoisting at 24 ft. per minute, a cross travel speed of 150 ft. per minute and travel speed of 200 feet per minute.

In the case of firms domiciled outside the Sudan, tenders may be submitted to the Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. Jame's, London S.W.I.

A copy of the tender is available to firms domiciled in the U.S. from the G.I.E.C. Division, B.D.S.A., Rm. 4022, Department of Commerce, Washington, D.C. 20230, on a short term loan basis. (Telephone: 202-WO 7-5589).

Centrifugal machine needed for sugar plant in Thailand

The Thai Sugar Organization, Wang Daeng, Bangkok has offered a tender for the supply of a complete set of vertical type continuous centrifugal machine. The bid deadline is December 24.

The centrifugal should have a capacity of 1.8-2.5 tons per hour of lowgrade messecuite. The power supply should be an electric motor suitable for 24 hour per day non-stop operation on 3 phase, 440 volt, 60 cycle current and be equipped with a starter having over-load and under voltage protection as well as a two way push button station marked "Start/Stop" for remote control of the starter. The bid should include all necessary equipment.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, B.D.S.A., Rm. 4022, Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Burma seeks hand tools

The Chairman, Civil Stores Committee (1), St. John's Road, Rangoon has announced two tenders for hand tools. Tender No. GH/79/G-II (63-64) and GH/81/G-II (63-64) have bid deadlines of December 24.

The items covered by the tenders are varied as to types and sizes. Some of the items are gudgeon pattern tube expanders, nippers diagonal, end-cutting and insulated, wire strippers and cable strippers.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, B.D.S.A., Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589.)

Sudan cancels request for radio telephones

The Ministry of Communications has cancelled the call for tenders for the supply of radio telephone equipment, Contract No. 167, published in INTERNATIONAL COMMERCE November 18.

Electric cranes needed for Malaysian project

The Central Electricity Board, P.O. Box 1003, Kuala Lumpur has announced Tender No. 1388/12, for electric cranes for the Prai Power Station Project. The work will be financed from I.B.R.D. sources.

The tender includes the supply, installation and commissioning of cranes and ancillary equipment for the new Steam Power Station at Prai, North Malaya. Three electrically operated overhead travelling cranes of 30, 25, and 10 tons working load respectively, and one electrically operated hoist of three tons working load are required.

Tender documents are available from Messrs. Preece, Cardew and Rider, 8, 10 and 12, Queen Anne's Gate, Westminster, London, S.W.I. A set of four documents may be obtained on receipt of a check for 5 pounds sterling (approximately $14.00) by the above named firm. This payment may not be refunded.

A copy of the tender announcement and a brief description of the project are available on a short term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, B.D.S.A. Rm. 4022, Dept. of Commerce, Washington, D.C., 20230, (Telephone 202-WO 7-5589).

Pharmaceutical equipment desired in Jordan

The Arab Pharmaceutical Manufacturing Company, Ltd., P.O. Box 1695, Amman, has announced a tender for pharmaceutical and general plant equipment with a bid deadline of January 15.

The tender calls for a variety of pharmaceutical accessories which would enable the plant to have an annual production capacity of 0.5-1.0 million tubes of ointments and creams of different sizes; 50-100 million compressed tablets, 20% of which to be coated; 20-30 million ampoulis; 0.1-0.15 million bottles of I.V. fluids; 0.3-0.5 million suppositories and ovules; 0.75-1.0 million bottles of drops, syrups and solution; and 0.05-0.1 million tins and aerosols of different sizes.

Some of the articles required are vertical cylindrical tanks; a filter press; a colloid mill for treatment of pharmaceutical emulsions creams, and suspensions; mechanical stirrers, filling and blowing machines; bottle cleansing machine; blenders; a refrigeration unit; a hand hydraulic, pallet truck; and pumps.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, B.D.S.A., Rm. 4022, Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

New Zealand firm seeks U.S. advice

A reputable and active New Zealand entrepreneur is in the preliminary stage of drawing plans and seeking city council approval for metropolitan area shopping centers in New Zealand. He is most interested in getting in touch with American firms engaged in urban shopping center design and development and would be prepared to visit the U.S. once worthwhile connections are established.

A £750,000 (equal to approximately $2.1 million) modern-style shopping center development is planned on more than an acre of ground and ownership of the existing properties has been acquired.

Planned shopping centers are at present relatively unknown in New Zealand merchandising.

Additional information is available from the Water Industries and Engineering Services Division, Business and Defense Services Administration, Rm. 4113, Department of Commerce, Washington, D.C. 20230.

Iraq seeks bidders for two semi-automatic bakeries

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad has announced Tender No. MISC/60/1963 for two semi-automatic bakeries. The bid deadline is January 8.

The tender consists of the supply and installation of two semi-automatic bakeries, each with a capacity of 5,000 kilos of bread per day.

The tenderer must guarantee to supply the bakeries and put them into operation as well as train the local employees to operate, maintain and repair the machine for a period of not less than five months from the date of handing over.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, B.D.S.A. Rm. 4022, Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202 WO 7-5589)

Turkey issues tender for 16 pick-up trucks

The General Directorate of Petroleum Office (Petrol Ofisi Genel Mururlugu) has issued an invitation to tender for 16 four-wheel pick-up trucks with the following specifications: 120 inch wheel base; 6600 lb. gross weight; 2210 lb. min. capacity utility load.

The deadline for submitting bids is December 18.

Copies of the detailed information on technical specifications (in English) and administrative specifications (in Turkish) are available on loan from the BDSA, Rm. 4203, Department of Commerce, Washington, D.C., 20230, attn: Turkey-Trucks.

Know-how sought for Libyan advertising agency

Mohammed Habib-Allah (P.O. Box 417, Tripoli) wishes to establish an advertising agency, which he indicates would be the first organization of its kind, in Libya. He is seeking technical advice for all kinds of advertising, film processing, printing and distribution of brochures and publicity material, and other activities. He would expect to import appropriate machinery and materials as a result of such technical advice. He would appreciate, although it is not an absolute necessity, nominal financial participation by a U.S. advertising firm interested in assisting this new Tripoli venture.

Three tenders offered by Burma for hardware

The Chairman, Civil Stores Committee (1), St. John's Road, Rangoon has announced three tenders, bid deadline December 26, 1963, for assorted items of hardware.

Tender No. CS/4/GI (63-64) concerns plumbing fittings, GH/20/GII.D/(63-64) concerns hand tools, and GH/2/GII.D/63-64 concerns metal shackles.

All articles are requested in assorted sizes and types. One unusual item, three 36" diameter circular saws, 1¾" hole x 10 swg x 3/16" thick is required under the tender for hand tools.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, B.D.S.A. Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Australian department calls for supply of transmitters

The Postmaster-General's Department, Melbourne, Australia, has issued tender request, No. C 9368, calling for 3 high frequency, 200 KW radio broadcast transmitters. These transmitters will be installed at a station site in a tropical zone by Government personnel; however, the contract will be required to supply supervisory engineers during the installation period.

The tender deadline is Feburary 13, 1964 at the Offices of the Controller, Stores and Contracts, Postmaster-General's Department, 7th Floor, 114 Russell St. Melbourne, C. I., Victoria Australia.

A copy of the bid documents is available on a short term loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Room 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4036).

Indian engineer wants generators, safety pulls

The Superintending Engineer, Procurement Circle, P.O. Talwara Township, Distt. Hoshiarpur, has announced two tenders with a bid deadline of February 5.

Tender No. 474/Beas/PR/53690/W-279 calls for three (3) portable acetylene generators, capable of holding 25 Kgms of carbide, rated to deliver 100 cft. per hr.

Tender No. 474/Beas/PR/54328/W-246 calls for 24 coffing safety-pulls of three ton capacity and 24 coffing safety-pulls of 5 ton capacity.

Tender documents are available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C.

Bid deadline extended

The Ministry of Communications, Riyadh, Saudi Arabia, has extended the bid deadline for the supply of road-building equipment from December 5 to January 1. (INTERNATIONAL COMMERCE, November 18, p. 22).

20 radio-telephone sets sought for communications in Greece

The General Directorate of Telecommunication of the Greek Ministry of Communications, Greece, is seeking bids for delivery and installation of 20, VHF/FM radio-telephone sets and 10 "speech-plus duplex" sets. The Directorate estimates the cost of the procurement at $140,000, and completion of the contract at twelve months from the date the contract is signed. The project is classified confidential with the deadline date for the submission of bids set at February 28, 1964. There is no deadline for the expression of interest.

A copy of the Directorate's Notice, outlining general instructions is available to all U.S. firms certified eligible to participate in NATO bidding by writing to BDSA, Rm. 4203, Department of Commerce, Washington, D.C., 20230, Attn: NATO—Greece 19.

Firms desiring to be certified eligible to participate in NATO bidding should send a resume of their qualifications to the above address, attn: NATO—ConsoList. A brochure describing the NATO Infrastructure Program and International Competitive Bidding Procedure is available from the same office.

Iraq invites bids for water supply system

The Ministry of Municipal and Village Affairs invites tenders for the construction of the Jalawla Water Supply System. The tender, notice No. 58, closes January 18, 1964.

Conditions and specifications may be obtained from the Directorate General of Planning and Design, Ministry of Municipal and Village Affairs, Baghdad, against payment of ID 10 (US $28), plus $2 to cover airmail charges from Baghdad.

A copy of the tender conditions and specifications is available for examination in Rm. 4014, BDSA, Department of Commerce. Washington, D.C., 20230. (Telephone: 202-WO 7-3087).

Cyprus extends deadline

The Government of the Republic of Cyprus has extended the deadline for bids on the construction of the terminal building, annexes, freight-hall and works for the International Airport, Nicosia, (IC 12/2/63, Page 43), from December 18, 1963 to 10:00 a.m. January 31, 1964.

A copy of the tender notification of the proposed contract work is available on loan to interested firms located in the U.S. from the Building Materials and Construction Industries Division, U.S. Department of Commerce, BDSA, Room 4014, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Extend tugboat deadline

The Colombo Port Commission has announced that the bid invitations deadline for 2 harbor berthing tugs has been extended from November 27 to December 26.

The tugs are to be about 1750 hp, 110 ft. long and about 700 tons in size.

Copies of the specifications are available from Embassy of Ceylon, 2148 Wyoming Ave., N.W., Washington, D.C. for a sum of $5.25. (INTERNATIONAL COMMERCE, October 14, p. 72).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4203, Telephone: 202-WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 1830 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

GERMANY—Soy beans; requests replies cif Rotterdam. Werhahn & Nauen (manufacturer), 4 Weissenbergerweg, 404 Neuss. WTD 3/11/63.

ITALY—White beans, all kinds; importer, exporter. Naef Brothers, (importer, exporter), P.O. box 173 or 15 Largo Duomo, Leghorn. WTD 10/31/62.

013 Livestock Farms

BRAZIL—Poultry breeding stock (day-old chicks). Orlando Mohallem, Rua Timbiras 502 Sala 209, São Paulo.

NIGERIA—Day-old chicks. Permanent Secretary, Ministry of Agriculture & Natural Resources, (Attn: E.S.O. I), Benin City, Mid-Western Nigeria.

111 Anthracite

ITALY—Coal: anthracite in various sizes, bituminous; importer, wholesaler. Direct purchase and agency. S.C.A.T., 27 Via di Franco, Leghorn. WTD 11/20/63.

200 Food

★★AUSTRIA—Trade Mission

Wholesaler seeks sources for all types of frozen food, special interest in seafood. Wiking Fischhandels AG, Nordwestbahnhof, Vienna. I.R. 280.

GREECE—Cream (whipping) from vegetable fats, canned, for distribution to grocery stores in small cans for sale directly to consumers. Manufacturer, food distributor, requests replies from manufacturers only. Direct purchase and exclusive distributorship. Kornil S.A. Foodstuff Distributors, 123 Aristotelous St., Athens 104. WTD 11/20/63.

NETHERLANDS—Dehydrated vegetables. Direct purchase and exclusive agency. N.V. Agricole, (importer, exporter, wholesaler), 131 Van Breestraat, Amsterdam.

Groceries in general. Requests replies from manufacturers only. Exclusive agency, direct purchase. J. van Willigen, (commission agent), 13 Griffensteynscheplein, Zeist.

201 Meat Products

★★AUSTRIA—Trade Mission

Importer/distributor of food products seeks agency for canned meat items. Theodor Etti, Feinkost Import Kom.Ges., Gudrunstrasse 115, Wien X. WTD 1/15/53. I.R. 242.

BELGIUM—Freezer of fish products seeks reliable suppliers in U.S. of frozen meat offals such as ox tongue, ox liver, pork livers. Prefers packers experience in exports to Europe.

Les Frigoriferes du Littoral N.V., Hendrik Baelskaai, Oostende.

FRANCE—Frozen offals. Direct purchase and agency. Jean Pierre David, (manufacturer), Martin-Eglise, Near Dieppe (Seine Maritime).

GREECE—Canned meats for distribution to grocery stores, in small cans for sale directly to consumers. Manufacturer, food distributor, requests replies from manufacturers only. Direct purchase and exclusive distributorship. Kornil S.A. Foodstuff Distributors, 123 Aristotelous St., Athens 104. WTD 11/20/63.

NETHERLANDS—Fresh, frozen meats (not interested in canned meat). Requests replies from slaughterhouses, meat exporters only. Direct purchase a/o exclusive agency. Domburg & Zonen, N.V., (importer, exporter), Abattoir, Bodegraven.

202 Dairy Products

MALAYSIA—Foodstuffs, especially skim milk. Eastern Bazaar, (importer, indent agent, retailer, wholesaler), 8 Bishop Street, P.O. box 125, Penang.

203 Canning, Preserving Foods

★★AUSTRIA—Trade Mission

Food distributor seeks to import branded or unbranded preserves in jars, canned fruits and vegetables. Particularly interested in compotes, prunes pineapples, peaches, apricots pears, asparagus, string beans, peas, carrots. Heinrich Kienreich, Hallerschlosstrasse 16, Graz. I.R. 314.

DUBAI—Canned vegetables, fruits, juices. Damoderdas Lakhumal Gajria, (importer, wholesaler), P.O. box 299, Dubai, Trucial Oman States. WTD 11/10/63.

GREECE—Sea foods, canned, for distribution to grocery stores, packaged for sale directly to consumer. Manufacturer, food distributor requests replies from manufacturers only. Direct purchase and exclusive distributorship. Kornil S.A. Foodstuff Distributors 123 Aristotelous St., Athens 104. WTD 11/20/63.

NETHERLANDS—Frozen foods, especially frozen shrimp, frozen lobster tails. Direct purchase and exclusive agent. American Seafood-Import N.V., (importer, exporter), 3 Grintweg, Yerseke.

Seafood: frozen, canned; other fine foods, frozen, canned. Exclusive agency. Direct purchase and agency. J.C. Verwijs-Dees, 67 Damstraat. Yerseke.

Bulk fruit: cherries, peaches, apricots, pears, cranberries; fruit juices: canned, frozen. Direct purchase and commission agent. Horticultura N.V., (commission agent), 219 Keizersgracht, Amsterdam.

204 Grain Mill Products

DUBAI—Flour, corn meal, wheat, barley. Damoderdas Lakhumal Gajria, (importer, wholesaler). P.O. box 299, Dubai, Trucial States. WTD 11/10/63.

205 Bakery Products

NETHERLANDS—Cookies, cakes. Direct purchase, agency. J. Amoureus-Bezemer, (importer), 15c Stadhoudersweg, Rotterdam.

207 Confectionery

GREECE—Instant foods, for distribution to grocery stores packaged for sale directly to consumer. Manufacturer, food distributor, requests replies from manufacturers only. Direct purchase and exclusive distributorship. Kornil S.A. Foodstuff Distributors. 123 Aristotelous St., Athens 104. WTD 11/20/63.

NETHERLANDS—Chocolate, candy, sweets. Requests replies from manufacturers only. Exclusive agency, direct purchase. J. van Willigen, (commission agent), 13 Griffensteynscheplein, Zeist.

Confectionery, related products: small consumer packages of sweets for resale, candies. Direct purchase, agency. J. Amoureus-Bezemer, (importer), 15c Stadhoudersweg, Rotterdam.

208 Beverage Industries

★★AUSTRIA—Trade Mission

Firm wishes to import alcoholic beverages. Ing. Gerold Fischer, Gentzgasse 78, Vienna XVIII. I.R. 342.

Wholesaler seeks agency for exclusive distribution of soft drinks extracts, essential and perfumery oils. Akras, Dresdnerstrasse 81-85, Vienna XX. WTD 8/21/63. I.R. 382.★

209 Food Preparations

★★AUSTRIA—Trade Mission

Manufacturer of canned foods wishes to import canned or bottled sauces, seasonings, fancy groceries or specialty items, especially for delicatessen use. Schloss Delikatess Ges.m.b.H., Steinebrunn b. Drasenhofen, Lower Austria. I.R. 340.

Firm desires to import crude vegetable oil in drums, also shortening in drums. Hirsch & Schuster KG, Scherzgasse 1, Vienna II. I.R. 265.

220 Textile Mill Products

★★AUSTRIA—Trade Mission

Wholesaler seeks exclusive piece goods lines: printed cottons, imitation linens, synthetics for resale to dress goods manufacturers, rainwear fabrics. Anna Meller, Textil Import, Neubaugasse 66, Vienna VII. I.R. 317.

Importer seeks additional lines of all types of piece goods for garment manufacture. Askotex, Wipplingerstrasse 11, Vienna I. I.R. 307.

Clothing manufacturer seeks sources of fake furs and fabrics for ladies' coats and outerwear. Leo Lichtenstein & Co., Taborstrasse 11b, Vienna II. WTD 5/13/63. I.R. 287.★

Firm seeks agencies for Austria and West Germany for rainwear and outerwear fabrics, printed nylons, foam back jerseys. Interested in all types of textiles. Arthur Lohre, Gonzagagasse 10, Vienna I. WTD 8/22/63. I.R. 368.

Wholesaler seeks lines of fabrics for outerwear and rainwear. H. Madjera & Co., Boerseplatz 3, Vienna I. WTD 8/8/62. I.R. 338.

Former garment manufacturer seeks agencies for Austria for all types of fabrics for production of men's, women's and children's outerwear; also new man-made fiber clippings, woven or knitted, such as orlon, nylon, perlon, acrylic fiber, genuine or assorted; old genuine serge, old flannels, not assorted; old worsteds, all for spinning mills. Erste Stadlauer Tuchfabrik Sagar & Co., Neutorgasse 2, Vienna I. I.R. 246.

Firm seeks exclusive representation for piece goods, textiles, laces, elastic webbing for garment manufacturers. Stocks merchandise as wholesalers. Also acts as agent. Carl A. Goerlich, Import-Export, 3/2a Castelligasse, Vienna V. WTD 10/25/63. I.R. 260.

Manufacturer/distributor interested in importing newly developed fabrics including synthetics for sportswear and shirts. Gerhard Janke "Jaspo" Sportartikelfabrik, 12-14 Neubaugasse, Vienna VII. I.R. 290.

Firm seeks agency for exclusive sale of outerwear and rainwear fabrics. Rudolf Zeitler Import Export Vertretungen, Baeckerstrasse 3, Vienna I. I.R. 279.

ITALY—Fabrics for the manufacture of wearing apparel. Direct purchase and agency. Vinconzo Moriconi, (wholesaler), Via Gentile da Foligno 4, Foligno (Perugia).

MALAYSIA—Textiles. Eastern Bazaar, (importer, indent agent, retailer, wholesaler), 8 Bishop St., P.O. box 125, Penang.

221 Broad Woven Fabric Mills, Cotton

★★AUSTRIA—Trade Mission

Importer seeks agency for new type stretch cotton fabrics and piece good for manufacturing men's and women's clothing. Louis J. Ross, Salzgries 17, Vienna I. WTD 4/24/62. I.R. 370.

JORDAN—Cotton broad-woven fabrics. Abdin & Zeine Trading Agency, (commission agents), Khayyam St. behind the Post Office, Amman.

MOROCCO—Blue cotton denim, second quality, 13¾ oz. per square yd. Requests quotations cif Casablanca, correspondence in French. Société Maroc-Union, (manufacturer), 56, Boulevard Mohammed El Hansali, Casablanca.

TRINIDAD—Requests samples of denims, cotton, rayon mixtures (except suitings), other synthetic textiles. T-Fit Garment Factory, (manufacturer), 101 Eastern Main Rd., Tacarigua. WTD 11/14/63.

222 Broad Woven Fabric, Manmade Fiber, Silk

■ **GREECE**—Nylon textiles 44/45" width, rayon textiles, same, 5,000 yd. each; cotton textiles, 36/37" or 44/45" width; nylon petticoat material, 44/45" width, 10,000 yd. Bid deadline January 3. Loan No. 240-H-028. U.S. source. Mr. George D. Davari, 6, Ave. 25th March, Athens. SBC-480.

■ Textiles for men's wear, 55% dacron, 45% wool, 60" wide, weight 7-8½ oz./yd., 2,700 yd. Quotation deadline December 24. Tailors' Association of Thessaloniki, Megalou Alexandrou St., 8, Salonica.

■ Textiles for men's wear: 55% dacron, 45% wool, 3,000 yd.; 70% dacron, 30% wool, 1,400 yd.; 55% dacron, 45% rayon, 700 yd.; all 60" wide, weight 7-8½ oz./yd. Dacron cotton, 45" wide, weight 4-5 oz./yd., 2,500 yd. Quotation deadline December 27. Stam. Kouvanidis, 107 Asklipiou St., Athens.

Both the above for loan No. 240-H-028. U.S. source. SBC-474.

Fabrics of all types for women's wear; importer, retailer, requests replies in French from exporters, manufacturers. Euth. Papayannis' Sons Ltd., 47 Hermes St., Athens. WTD 11/18/63.

JORDAN—Silk Fabrics. Abdin & Zeine Trading Agency, (commission agents), Khayyam St. behind the Post Office, Amman.

223 Broad Woven Fabric Mills, Wool

GERMANY—Broad woven fabrics: woolen, worsted, cotton for the manufacture of men's, boys' coats and suits. Requests price quotations cif European ports. Adolf Ahlers Bekleidungswerke GmbH., (importer), 49 Herford-Elverdissen. WTD 11/19/63.

PAKISTAN—Garment interlining. Jasaco, 5 Scotch Corner, Upper Mall, Lahore. WTD 11/14/63.

224 Narrow Fabrics, Other Smallware Mills

★★AUSTRIA—Trade Mission

Importer seeks sources of synthetic yarn fabrics made of strong polyester in widths of .3mm, .5mm, .7mm, 1mm, 1.5mm, 2mm, 2.5mm, or finer. Cellophane or aluminum foils not acceptable. Alfons Zorko, Blindengasse 50, Vienna VIII. I.R. 304.★

FRANCE—All kinds of supplies for the shoe industry including laces; requests replies in French. Direct purchase and agency. Ets. R. Jacquot & Fils, (importer, wholesaler, agent), 30 rue Emile Zola, Troyes (Aube).

All kinds of supplies for the shoe industry including shoe laces; requests replies in French. Direct purchase and agency. Ets. Darrigol & Gagnez, (wholesaler, importer, agent), 125 bis rue du Chemin Vert, Paris 11e.

Shoe laces; other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. Jikammer, (manufacturer, wholesaler, importer, exporter), 4 rue Neuve, Versailles (Seine & Oise).

Shoe laces; other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistere).

225 Knitting Mills, Products

★★AUSTRIA—Trade Mission

Sales organization seeks Austrian agencies for jersey knit fabrics for outerware, interlinings and webbings for sale to garment manufacturers. M. Mandel, Odeongasse 8, Wien II. I.R. 249.★

NETHERLANDS—Fancy-made western shirts, popular price range. Requests replies from manufacturers only. Exclusive agency, direct purchase. N.V. Textielhandel "Golden Arrow," (importer), Verzamelgebouw Zuid 310, 700 Strevelsweg, Rotterdam. WTD 6/8/61.

NIGERIA—Medium, low priced shirts, knit, men's, boys', children's. Rochalchet (Nigeria) Ltd., (wholesaler), 17, Ereko St., P.O. box 76, Lagos. WTD 11/18/63.

226 Dyeing, Finishing Textiles

★★AUSTRIA—Trade Mission

Manufacturer seeks to import fabrics suitable for making ski pants and slacks. Vonwiller & Co., Haslach/Muehl, Upper Austria. WTD 9/18/63. I.R. 250.

Wholesaler seeks suppliers of textiles used for outerwear and rainwear. Will carry stocks for resale. Widder & Co., Schwertgasse 6, Vienna I. WTD 8/18/62. I.R. 300.

228 Yarn, Thread Mills, Products

★★AUSTRIA—Trade Mission

Manufacturer wishes to purchase banlon yarn from direct source for manufacturing ladies' lingerie in popular price range. Ing. Ferdinand Poeschl, Breitenseerstrasse 49, Vienna XIV. WTD 5/8/50. I.R. 267.

■ **GREECE**—Textile multi-filament yarns, 90 tons in monthly shipments. 70 den., nylon type 288, 17 filament on AS bobbins of 3.2 each net weight, 0.5 Z turns per inch; 60 denier nylon type 288, 20 filaments on AS bobbins of 3.2 lbs. each net weight 0.5 Z turns per inch. Case size 23.½" x 23.½" x 13.½". Bid deadline January 3, 1964. Vomix, P. Svopoulos & Chr. Coutroubis S. A., 52 Hermes St., Athens. Loan No. 240-H-028. U.S. source. SBC-480.

MOROCCO—Stretch nylon yarn, 2/70 and 2/100 deniers. Requests quotations cif Casablanca, correspondence in French. Fabrique de Bonneterie Louis Lancellotti, (manufacturer), 39, rue Michel de l'Hospital, Casablanca.

PAKISTAN—Cotton yarn. Cotton thread. Jasaco, (manufacturer), 5 Scotch Corner, Upper Mall, Lahore. WTD 11/14/63.

■ **TURKEY**—Stretch nylon yarn, den. 60/2 and 70/2, natural yarn, nylon, den. 70/0, filaments 20 or 34. Approx. $40,300. Import license No. 2335. Isak Baruh, Mahmutpasa Bez iler Sokak, Urgulu Han No. 301/309, Istanbul.

■ Nylon yarn, natural 60 or 70 den. on pirns; nylon stretch, natural or dyed, 60 or 70 den. on cones, $33,700. IL No. 2234. Mison Tam Mitrani, Mahmutpasa, Kurkcu Han No. 33, Istanbul.

■ Nylon yarn, natural 60 or 70 den. on pirns; stretch nylon yarn, natural or dyed, 60 or 70 den. on cones, approx. $16,200. IL No. 2220. Mison Tam Mitrani, Mahmutpasa, Kurkcu Han No. 33, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date December 27. SBC-478.

■ Rayon yarns, 100 den., bright on cones or in hanks, inferior quality, substandard. Approx. $27,900. Import license No. 2212. Pamuklu Ithalat Ve Thracat Kontuari Yasar Ve Izzet Pensoy Koll. Sti., Fincancilar Gokcenhan 22/10, Istanbul. Cable: PENSOYLAR, Istanbul.

■ Rayon yarns, 100 den., bright on cones or in hanks, inferior quality, substandard, approx. $26,800. IL No. 2213. Same as above. IL No. 2214. Same but $27,900. IL No. 2216. Pamuklu Ithalat Ve Thracat Kontuari Yasar Ve Izzet Pensoy Koll. Sti., Fincancilar Gokcenhan 22/10, Istanbul. Cable: PENSOYLAR, Instanbul.

■ Nylon yarns, 70 den., 32 filaments, natural, semi-dull, untwisted, on cones or cops, first quality, substandard quality: nylon stretch yarns, 60/2 dr., 20 fil., natural on cones, first quality, same, except 70/2 dr., 17 or 20 fil. Approx. $12.000. IL No. 2333. Samar Cerasi, Tahtakale billur han (19), Istanbul. Cable: CERKAVE, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-482.

■ Unthrown nylon yarn, 60 70, 90, 100 den., approx. $133,900. Import license No. 2424. Y. Leon Hason ve Ortaklari Kollektif Sirketi, Cable: NIHASON, Istanbul.

■ Nylon yarns, 60/18/300 TPM or 450 TPM natural. on cones, first quality; nylon yarns, 60/18/0 den., semi-dull untwisted, on cones substandard quality, same except 70/32/0 den.; nylon stretch yarns, 70/20/2 den., natural. on cones. first quality, approx. $15.000. IL No. 2235. Guven Mensucat Ltd., Sti. Dincancilar 22 Gokcen Han 5, Istanbul. Cable: MUNIROL, Istanbul.

■ Viscose rayon yarn 100/40 den. bright first quality on cones. Approx. $11 600. IL No. 002142. Kadir Ocal, Istanbul. Cable: TIRPAN, Istanbul.

■ Nylon yarn, 60/1 and 60/2, 70/1 and 70/2 den. Approx. $79.000. IL No. 2302. Ali Riza Kesmez ve Ort. Kol. Sti. Asirefendi cad. Gurun Han 508. Istanbul.

Loan No. 277-H-043. U.S. source. Quotation date Jaunary 2, 1964. SBC-482.

■ Nylon yarn, 60, 100, 200 den., bright or dull, on cones, twist and untwist; IL No. 002248/239819; $10,000. Nylon yarn, 60 den., bright or dull. on cones. twist and untwist; IL No. 002250/239821; $10.000. Dantel Orme Sanavi Ltd., Sti., Rizapasa Yokusu Sark Han, No. 23, Istanbul.

■ Nylon stretch yarns, 60/2 den., 20 filaments, natural, on cones, first quality; nylon stretch yarns, 70/2 den., 17 or 20 filaments, on cones, first quality; nylon yarns, 60 den., 13 or 18 filaments, 300 or 450 TPM, dull or semi-dull, first or substandard quality. IL No. 2334; $12,000. Samar Cerasi, Tahtakale Billur Han 19. Cable: CERKAVE, Istanbul.

All the above for loan No. 277-H-043. U.S. source. Quotation deadline December 25. SBC-473.

■ Nylon yarns, 60 and 70 den., 18 filaments, semi-dull or dull, on cones, approx. $9,200. IL No. 002217. Ticaret Kollektif Sirketi, E. Benkohen, S. Hassuni ve R. Sason, Asirefendi Caddesi Asirefendi Han No. 14, Istanbul. Cable: KOHASON, Istanbul.

■ Nylon yarn, 60 den., bright or dull, on cones, twist and untwist, approx. $10,000. IL No. 002245/239841. Dantel Orme Sanayi Ltd., Sti., Rizapasa Yokusu Sark Han No. 23, Istanbul.

■ Nylon yarn, 40/13/0, 60/17/0-60/20/0, 70/17/0-70/20/0, natural; nylon stretch yarn, 60/2, 70/2, 90/2, natural and dyed, approx. $10,500. IL No. 2223. Testas Ticaret ve Sanayi A.S., Topkapi Maltepe Gumussuyu 24, Istanbul.

■ Nylon yarn, 40 to 200 den., bright or dull, on cones, twist and untwist, approx. $10,000. IL No. 002249/239820. Dantel Orme Sanayi Ltd. Sti., Rizapasa Yokusu Sark Han No. 23, Istanbul.

All the above for loan No. 277-H-043. U.S. source. Quotation deadline December 25. SBC-471.

■ Yarns, man-made fibers, continuous nylon yarns, 60 den. and up, approx. $54,000. Import license No. 2252. Guler Sanayi A. S. Sultanhaman, Mehmetpasa Han 16, Istanbul. Cable: LATEKS, Istanbul.

■ 60-70 den. nylon yarns, twisted or untwisted, 60/2-70/2 den. nylon stretch, approx. $102 400. IL No. 2241. 60-70 den. nylon yarns, twisted/untwisted; 60/2-70/2 nylon stretch yarns. approx. $26 500. IL No. 2258. 60-70 den. nylon yarns, twisted/untwisted, 60/2-70/2 nylon stretch, approx. $67,300. IL No. 2237. Jermi Sadaka, Finacilar Cikmazi AK Han No. 2, Istanbul.

■ Nylon yarns, 60 den. 20 filaments, dull, natural, twisted, untwisted. first or substandard quality; same, but stretch; nylon yarns 70 den. 17 filaments, natural, untwisted, dull or semi-dull, first or substandard quality; nylon stretch yarns 70 den. 20 filaments, natural, first quality; 40 den., 9 or 10 filaments 300 TPM, dull. first quality, approx. $12,000. IL No. 2342. Guven Mensucat Ltd., Sti.. Fincancilar 22, Gokoen Han 5, Istanbul. Cable: MUNIROL, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date December 25. SBC-470.

■ Nylon yarns, 70/20/0-70/17/0; IL No. 002-338: $10,000. Nylon yarns 70/20/0-70/17/0; IL No. 002336; $10,000. Nylon yarns 70/20/0-70/17/0: IL No. 002341; $12,000. Nylon yarns. 70/20/0-70/17/0; IL No. 002337: $12,-000. Loan No. 277-H-043. U.S. source. Quotation deadline December 25. Sara Mouchaogli, Yesildirek, Hocahan Sokak N. 4, Istanbul. SBC-473.

■ Unthrown nylon yarn, 60, 70. 90. 100 den., approx. $13,000. IL No. 2347/249.426. Y. Leon Hason ve Ortaklari Koll. Sirketi. Cable: NIHASON, Istanbul.

■ Nylon yarn, first or inferior qualities, raw or colored. 60/1, 60/2. 70/1, 70/2 den., approx. $24 000. IL No. 2246. Mihail Azaryad Halefleri Yasef Azaryad ve Ort., Mahmutpasa Bezciler sok. Ugurlu Han 214, Istanbul.

Both the above for loan No. 277-H-043. U.S.

source. Quotation deadline December 25. SBC-473.

■ **TURKEY**—Nylon stretch yarns, 60/2 den., 20 filaments, natural, first quality, on cones; nylon stretch yarns, 70/2 den., 17 or 20 filaments, first quality, on cones; nylon yarns, 70 den., 32 filaments, semi-dull, untwisted, on cones or cops, first of substandard quality. Approx. $15,000. IL No. 2226. Samar Cerasi T. Kale Billur Han 19, Istanbul. Cable: CERKAVE, Istanbul.

■ Nylon yarn, 70/20/0-70/34/0; nylon stretch yarn, 70/2 den., natural, dyed. Approx. $10,100. IL No. 002445. Sitki Pelin, Mercan, Tacirhane Mankalci Sok., Ikinci Basar Han 8/9, Istanbul.

Both the above for loan No. 277-H-043. U.S. source. Quotation deadline December 27. SBC-484.

229 Textile Goods

★★AUSTRIA—Trade Mission

Importer seeks agency for fake furs. Alfons Zorko, Blindengasse 50, Vienna VIII. I.R. 304.★

FRANCE—All kinds of supplies for the shoe industry including thread; requests replies in French. Direct purchase and agency. Ets. R. Jacquot & Fils, (importer, wholesaler, agent), 30 rue Emile Zola, Troyes (Aube).

Thread: hemp, linen; other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. Jikammer, (manufacturer, wholesaler, importer, exporter), 4 rue Neuve, Versailles (Seine & Oise).

Thread: hemp, linen; other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistere).

All kinds of supplies for the shoe industry including thread: hemp, linen; requests replies in French. Direct purchase and agency. Ets. Darrigol & Gagnez, (wholesaler, importer, agent), 125 bis rue du Chemin Vert, Paris 11e.

GREECE—Nylon mesh for: shoe industry, bathing suits' brassieres; remnant piece goods: nylon taffeta for: brassieres, men's bathing suits, plaits, rainwear, neoprene coated; nylon sateen; imitation fur; cotton gabardine, foam rubber for brassieres. Importer, wholesaler, sales agent requests replies from manufacturers, exporters. Exclusive distribution. Fidex International, 83 Aristotelous St., Athens. WTD 11/20/63.

IRAQ—Used sisal bags, 30,000; top quality, preferably used coffee bags. R. Kumar H. Udani. (importer, wholesaler), Basra. WTD 10/30/63.

JORDAN—Woolen fabrics. Abdin & Zeine Trading Agency, (commission agents), Khayyam St. behind the Post Office, Amman.

MALAYSIA—Household linens, bedspreads, rugs, furnishings. Eastern Bazaar, (importer, indent agent, retailer, wholesaler), 8 Bishop St., P.O. Box 125, Penang.

SWEDEN—Ready to use trout nets, 50, 100 m. lengths in 43, 50, 60, 70 mm. mesh: nylon. cotton: direct or agency. AB Clipper-Verken, 14, Hedåsgatan, Göteborg C. WTD 3/11/63.

230 Apparel

★★AUSTRIA—Trade Mission

Manufacturer seeks direct connections with producer of outerwear. Vonwiller & Co., Haslach/Muehl. Upper Austria. WTD 9/18/63. I.R. 250.

FRANCE—Blue-jeans, slacks, Eisenhower jackets, other categories of western-type ready-made clothes. Good quality. Direct purchase and agency. Comptoir Bordelais de Confection, (manufacturer, wholesaler), 1 Rue Bouquière, Bordeaux, Gironde. WTD 11/14/63.

ITALY—Ready-made clothing: under and outerwear for men, women, children. Direct purchase and agency. Vincenzo Moriconi, (wholesaler), Via Gentile da Foligno 4, Foligno (Perugia).

MALAYSIA—Men's, women's, children's readymade clothing. Eastern Bazaar, 8 Bishop St., P.O. Box 125, Penang.

231 Men's, Youth's, Boy's Suits, Coats, Overcoats

★★AUSTRIA—Trade Mission

Importer seeks additional lines of finished men's apparel. Askotex, Wipplingerstrasse 11, Vienna I. I.R. 307.

Retailer will purchase men's dacron and wool-blend clothing. Anton Huebl KG, Heidenschuss 2, Vienna I. I.R. 371.

NIGERIA—Men's suits. Rochalchet (Nigeria) Ltd., (wholesaler), 17, Ereko St., P.O. Box 76, Lagos. WTD 11/18/63.

232 Men's, Youths', Boys' Furnishings, Work Clothing

GERMANY—Men's, boys' trousers made of cotton, denim for work clothing; direct purchase. Request price quotations cif European ports. G. Hufendiek & Co., (manufacturer), 4811 Oerlinghausen (Lippe). WTD 10/29/63.

233 Women's, Misses', Juniors' Outerwear

GERMANY—Ladies' slacks to include stretch slacks made of synthetics, cotton slacks for casual wear; direct purchase. Request price quotations cif European ports. G. Hufendiek & Co., (manufacturer), 4811 Oerlinghausen (Lippe). WTD 10/29/63.

GREECE—Women's, misses' outerwear (skirts, blouses, dresses, coats, suits, including knitwear); importer, retailer, requests replies in French from exporters, manufacturers. Euth. Papayannis' Sons Ltd., 47 Hermes St., Athens. WTD 11/18/63.

NIGERIA—Dresses, blouses, skirts for women, misses, juniors. Rochalchet (Nigeria) Ltd., (wholesaler), 17, Ereko St., P.O. Box 76, Lagos. WTD 11/18/63.

234 Women's, Misses', Children's, Infants' Undergarments

★★AUSTRIA—Trade Mission

Manufacturer seeks branded line of banlon lingerie for resale to Austrian retailers. Ing. Ferdinand Poeschl, Breitenseerstrasse 49. Vienna XIV. WTD 5/8/50. I.R. 267.

Former corset accessory dealer seeks agency for brands of corsets, brassieres, panty girdles. Nowosad & Sohn, Wipplingerstrasse 24-26, Vienna I. I.R. 282.

Importer/wholesaler seeks exclusive representation for women's under garments. H. Madjera & Co., Boerseplatz 3, Vienna I. WTD 8/8/62. I.R. 338.

Wholesaler seeks exclusive representation for Austria of corset and brassiere branded lines. Leo Auer, Goldschmiedgasse 6, Vienna I. I.R. 301.

GREECE—Women's, misses' underwear, nightwear; importer, retailer, requests replies in French from exporters, manufacturers. Euth. Papayannis' Sons Ltd., 47 Hermes St., Athens. WTD 11/18/63.

JORDAN—Women's, children's underwear. Abdin & Zein Trading Agency, (commission agent), Khayyam St. behind the Post Office, Amman.

235 Hats, Caps, Millinery

NETHERLANDS—Hats, caps, all types, for ladies, teenagers, children, mainly made of wool, linen, cotton. Requests replies from manufacturers only. Direct purchase, exclusive agency. Gustaaf Schilo, (manufacturer, importer, exporter, wholesaler), 134 O.Z. Voorburgwal, Amsterdam.

239 Fabricated Textile Products

★★AUSTRIA—Trade Mission

Agent seeks lines of finished blankets and wiping cloths for industrial use. Erste Stadlauer Tuchfabrik Sagar & Co., Neutorgasse 2, Vienna I. I.R. 246.

NETHERLANDS—Bedspreads, curtains (window), house furnishings. Requests replies from manufacturers only. Direct purchase, exclusive agency. A. R. van Es., (importer, manufacturers' representative, sales agent), 99 Populierenlaan, Amstelveen. WTD 6/7/62.

242 Sawmills, Planing Mills

■ **GREECE**—Douglas fir lumber clears, 2" and 3" thick, approx. $15,000. Bid deadline December 31. A. J. Coumelas, 40 Kolonou, Athens. Cable: KUMEL, Athens. SBC-480.

ITALY—Lumber: pitch pine. white fir, Douglas fir, hemlock, mahogany. Requests replies in Italian. Silvano Pucci, (wholesaler. retailer, woodworker), Via di Aguzzano 24, Rome. WTD 8/22/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

★★AUSTRIA—Trade Mission

Manufacturer of furniture, prefabricated houses and wood products seeks to expand sales through import of related lines of products. Holzwerke Schleussner, Braeunerstrasse 3, Vienna I. I.R. 318.

Importer seeks agencies for sound-proofing and insulating materials, prefab houses. Interested in agencies for other types of construction materials. E. & E. Routil OHG, Strozzigasse 32/34, Vienna VIII. I.R. 312.

★★ SWITZERLAND—Trade Mission

Architect/builder seeks arrangement for importation of prefabricated houses. Rolf Blum, Seestrasse 34, Ruschlikon/Zurich. I.R. 152.

249 Wood Products

ENGLAND—Proprietary piling. C. Bryant & Son, Ltd., (contractor), Whitmore Rd., Birmingham 10. WTD 4/5/63.

FRANCE—All kinds of supplies for the shoe industry including lasts, forms, fittings; requests replies in French. Direct purchase and agency. Ets. Darrigol & Gagnez, (importer, wholesaler, agent), 125 bis rue du Chemin Vert, Paris 11e.

Shoe lasts. forms. fittings; other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. Jikammer, (manufacturer, wholesaler, importer, exporter), 4 rue Neuve, Versailles (Seine & Oise).

Shoe lasts, forms, fittings; other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistere).

All kinds of supplies for the shoe industry including forms, fittings; requests replies in French. Direct purchase and agency. Ets. R. Jacquot & Fils, (importer, wholesaler, agent), 30 rue Emile Zola, Troyes (Aube).

GERMANY—Plastic spray can handles; converts any container to spray gun; importing distributor requests replies from U.S. manufacturers only with price quotations cif Dutch or German ports. W. F. van Laar KG, 6 Dechenstrasse, 403 Ratingen. WTD 8/1/62.

250 Furniture, Fixtures

★★AUSTRIA—Trade Mission

Manufacturer of furniture, prefabricated houses and wood products seeks to expand sales through import of related lines of wood products. Holzwerke Schleussner, Braeunerstrasse 3, Vienna I. I.R. 318.

252 Office Furniture

FRANCE—Hanging filing devices for use in factories, large firms; requests replies in French. Direct purchase and agency. Ideal Bureau, (wholesaler), 10, Place Washington, Le Mans (Sarthe).

262 Paper Mills, Products

■ **TURKEY**—Na-kraft, bituminous krafts to be used in making paper bags. Loan No. 277-H-043. U.S. source. IL No. 8508. Quotation deadline December 27. Azot Sanayii T.A.S. Genel Mudurlugu, Ziya Gokalp Caddesl 4. Iskur Han Hurriyet Meydani, Ankara. SBC-484.★

■ Cement sack kraft paper for making sacks to be utilized in cement plant. Loan No. 277-H-043. U.S. source. IL No. 8509. Bid deadline January 6. Turkiye Cimento Sanayii, T.A.S., Ataturk Bulvari 211, Kavaklidere, Ankara. Detailed specifications may be obtained from the Turkish Embassy. Board of Counselors for Economic Affairs. 2523 Massachusetts Ave., N.W., Washington, D.C. SBC-484.

263 Paperboard Mills, Products

● **IRAN**—Cardboard: 250 tons. one side glazed. one side white. three-ply. 425 gr/sqm., 0.58-0.62 mm. thick, in bobbins 452 and 470 mm. wide. Quality in accordance with specifications, sample. Bid deadline January 29, 1964. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3003).

264 Converted Paper, Paperboard Products

★★AUSTRIA—Trade Mission

Manufacturer/wholesaler seeks stationery items, all kindred lines usually sold in stationery stores. Margreiter, Spitalgasse 1, Vienna IX. I.R. 372.

Wholesaler wishes to represent manufacturers of writing paper and desk supplies. Picarbo, Holzhausergasse 3, Vienna II. WTD 3/15/60. I.R. 320.

Wholesaler seeks exclusive lines in stationery and supplies. Renatus Battistic, Schoenbrunnerstrasse 112, Vienna V. I.R. 313.

DUBAI—Stationery, office supplies. Damoder das Lakhumal Gajria. P.O. box 299. Dubai, Trucial Oman States. WTD 11/10/63.

FRANCE—Novelties in the stationery, paper trade. Istra, Imprimerie Strasbourgeoise, (importing wholesaler, manufacturer), 15. Rue des Juifs, Strasbourg (Bas-Rhin). WTD 12/17/62.

FRANCE—Paper clothing. Combet & Cie., (manufacturer), 9 route de Riottier. Villefranche-sur-Saône (Rhône). WTD 11/26/63.

GREECE—Punch cards, 50-million, lined, 80 columns, corner cut for use on "Bull" tabulation machines. Tender No. 6253, bid deadline January 9, 1964. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4115).

IRAN—Imitation Cork Paper: 21 000 bobbins, 38 mm. wide, 600 m. long, wound on 65 mm. core for the manufacture of cigarettes. Quality in accordance with specification, sample. Bid deadline January 27, 1964. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-3003).

TRINIDAD—All types of boxed stationery, envelopes, paper; social, wedding announcements. Direct purchase and agency; requests replies from manufacturers only. Standard Distributors Ltd., (importer, wholesaler, manufacturer's agent), 39/41 & 46 Henry St., P.O. box 343, Port of Spain. WTD 9/19/62.

266 Building Paper, Board Mills

CEYLON—Hardboard, 4000 sheets 4′ x 8′ x ⅛″ and 500 sheets 4′ x 8′ x 3/16″, oil tempered, termite proofed, conforming to "Super Hard Board" of BS1142 or equivalent. Bid deadline 10:00 a.m. January 8. 1964. The Chairman, Tender Board Ceylon Transport Board. Kirula Rd., Narahenpita, Colombo.★ (Telephone: 202-WOrth 7-3354).

273 Books

PAKISTAN—Books: historical, scientific, general, for schools, colleges. Ahsan Brothers, (importing distributor), 2 Alminar Market, Chowk Anarkali, Lahore, Pakistan. WTD 11/15/63.

SOUTH AFRICA—Any books of U.S. origin pertaining to Judaism. Regency Booksellers (Pty.), Ltd.. (importing distributor), P.O. box 33, Sea Point, Cape Town. WTD 11/1/63.

280 Chemicals

★★AUSTRIA—Trade Mission

Manufacturer/distributor of chemical, pharmaceutical and cosmetic products seeks additional related lines. Sigmapharm, Levstrasse 129. Vienna XX. WTD 4/7/61. I.R. 394.

Firm seeks to enlarge existing sales by representing additional plastics and chemical producers, including alcohols and acetates. Kunststoff Chemie Ges. m.b.H., Kienmayergasse 15, Vienna XIV. I.R. 291.

281 Industrial Chemicals

★★AUSTRIA—Trade Mission

Manufacturer seeks material and process to impregnate sanitary napkins with deodorizer and minimize moisture. Rauscher & Co., Verbandstoff und Wattefabrik, Schottenfeldgasse 78. Vienna VII. WTD 7/24/61. I.R. 321.

Manufacturer of dental cements seeks to import sodium alginate for resale. A. Platzer OHG, Joergerstrasse 45, Vienna XVII. I.R. 319.

Wholesaler interested in agency for industrial chemical and industrial raw materials. Heinrich Kail. Neulinggasse 12, Vienna III. WTD 8/21/63. I.R. 377.

Manufacturer wishes to buy ingredients to manufacture pharmaceuticals; willing to import finished products if not possible to obtain unfinished materials. Laevosan Gesellschaft, Franckstrasse 2, Linz/D. WTD 8/12/63. I.R. 286.★

■ **CHINA**—Anti-knock compound, aviation mix, 400 drums, each containing 472.86 lb. of tetra-ethyl lead. Invitation No. CP2-A2200. PA No. 484-390-000-253-3213. U.S. source. Bid deadline January 6. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei, Taiwan. Specifications and conditions may be obtained from Mr. Joseph C. Wei, Director. Division for the Central Trust of China, Chinese Government Procurement & Services Mission, 61 Broadway, Rm. 2123, New York, N.Y. SBC-479.

FRANCE—Fluoninated products; requests replies in French. Syntheses & Recherches, (importer, dealer), 1 rue des Gouttieres, Antony (Seine). WTD 10/25/63.

Shark repellents; good quality. Direct purchase and agency. Au Pecheur Ecossais, (wholesaler), 9 Rue Corneille, Toulouse, Haute-Garonne. WTD 11/20/63.

Synthetic organic dyes, other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. Jikammer, (manufacturer, wholesaler, importer, exporter), 4 rue Neuve, Versailles (Seine & Oise).

Synthetic organic dyes, other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. R. Jacquot & Fils, (importer, wholesaler, agent), 30 rue Emile Zola, Troyes (Aube).

Synthetic organic dyes, other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils. (importer, dealer), 50 rue de Lyon, Brest (Finistere).

All kinds of supplies for the shoe industry including dyes, synthetic organic; requests replies in French. Direct purchase and agency. Ets. Darrigol & Gagnez. (importer, wholesaler, agent). 125 bis rue du Chemin Vert, Paris 11e.

FRANCE—Plastics manufacturer selling to moulders and sheeting firms seeks sources of raw materials for platsics manufactures. Societe Nouvelle De Chimie Industrielle, St. Jeoire, (Hte Savoie), France. I.R. 200.

● **IRAN**—Pentachlorophenol, 100 tons, tender No. 42/818. bid deadline February 9. The Iranian State Railways, Purchasing Dept.. Maydane Rahahan, Tehran.★ (Telephone: 202-WO 7-2910).

ITALY—Red lead. litharge, zinc oxide, lithopone titanium oxide, quartz powder. stearine, rosin calcium carbonate. Impexind, S.p.A., (importer), Via Lanzone 7, Milan.

Oxalyc acid large crystals 99-100%, mixed crystals 99/100%. Approx. 8 m.t. per month for use in the manufacture of abrasives. S.A.M. —Smeriglio-Abrasivi-Macchine, (sales agent), Via Lattanzio 52, Bari.

■ **PAKISTAN**—Titanium dioxide, rutile; lithopone, 30%, about 9 tons each; carbon black, 5 540 lb., channel non-rubber. Import license No. 224616. Loan No. 391-H-066. U.S. source. Quotation date December 26. The Eastern Paints Colour Varnish & Chemical Industries, Ltd., Shahdara Bagh, Shahdara, Lahore. SBC-476.

Dyes, as used in hosiery industry. Jasaco, 5 Scotch Corner, Upper Mall, Lahore. WTD 11/14/63.

Calcium carbide 50/80 mesh. Pakistan Cycle Industrial Cooperative Society Ltd., National House, 47 The Mall, Lahore. WTD 11/12/63.

★★ SWITZERLAND—Trade Mission

Manufacturer seeks agency or manufacturing rights for chemicals used in manufacture of pharmaceuticals: muscle relaxatives, new synthetic penicillins, thrombolytic agents. Pharma, Berikon/AG (bei Zurich) I.R. 48.

■ **TURKEY**—Caustic soda, solid 98/99%, approx. $10,900 fob. IL No. 268. Izmir Basma Fabrikasi A. S., 1201, Sokak 3-E, P.O.B. 613, Izmir. Cable: GIPSA, Izmir.

■ Caustic soda, solid 98/99%. Approx. $11,900 fob. IL No. 390. Nesim Anter Tahtakale Menase Han No. 51, Istanbul. Cable: ANBOZ, Istanbul.

■ Hercules standard sodium carboxy methyl cellulose gum 12 MP, medium premium, obtained by the action of alkali cellulose sodium chloroacetate, 6622 lb.; same, except 7 MP, high premium 3395 lb.; carbopol 934 chemical structure, resin derived from polimerisation of acryl acid, 650 lb. IL No. 1/235. Eczacibasi Ilaclari Ltd., Sti., Mumhane Cad. 109, Galata, Istanbul.

■ Anthraquinone 30% paste, used in discharging naphthol and vat dyes, 2730 kgs.

■ Levasol ND, 800 kg., Levasol TR, 1500 kg. An auxiliary product to aid dyeing of phthalocyanin based dyestuff. IL No. 0014. Cukurova Sanayi Isletmeleri T.A.S., Tarsus. Cable: CUKUROVA, Tarsus.

All the above for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-482.

■ Caustic soda 99/100%, packed in new iron drums of 400 kg. net, $7,100. Import license No. 409. Quotation date December 25. Bozkurt Mensucat Sanayii, A. S., Istanbul. Cable: BOZKURMEN. Loan No. 277-H-043. U. S. source. SBC-470.

■ Caustic soda. 98/99% solid, approx. $12,000. Loan No. 277-H-043. U.S. source. IL No. 269. Quotation deadline December 25. Tac Sanayi ve Ticaret A.S., Mimar Kemalettin Cad. 43, P.O. box 548, Izmir. SBC-471.

■ Textile chemicals: biolase C12, biolase P12, 25 kg.; velustrol HSP, 1500 kg.; fenafix LT, 3500 kg.; leophen BN ext. hicme, 5000 kg.; sol developer GAN. 500 kg.; solidegel GL, 500 kg.; solution salt BN, 1500 kg.; humectol RS, 500 kg. IL No. 408. Mensucat Santral T.A.S., Kazlicesme Demirhand CAD 126, Istanbul.

■ D.O.P. (Di-Octyl-Phthalate), approx. $10,000. IL No. 410. Oropaint Koll. Sti., A. Kabadayi S. Hayim, Arpasuyu Sokk. No. 25, Bomonti, Istanbul.

Both the above for loan No. 277-H-043. U.S. source. Quotation deadline December 25. SBC-474.

■ Caustic Soda, solid, 98/99%, approx. $6,400. Import license No. 438/246432. Necmi Komili, Kutlu Han 2/6. Bahcekapi, Istanbul. Loan No. 277-H-043. U.S. source. Quotation date December 27. SBC-478.

282 Synthetic Materials

★★AUSTRIA—Trade Mission

Importer desires to purchase platsic for upholstery trade and manufacture. Oesterr. Leder & Gummi KG, Mariahilferstrasse 112, Vienna VII. WTD 6/5/62. I.R. 386.

Wholesaler seeks vinyl floor coverings and plastic fabrics for resale to manufacturers of luggage and handbags. Prices must be quoted cif Trieste. Teloplastic, Hofmuehlgasse 15-17, Vienna VI. I.R. 349.

FRANCE—Foam-back fabrics, laminated, ordinary and "sandwich" type, for manufacturing raincoats, other garments. Also synthetic materials, such as imitation-leather, plastified; imitation-fur, imitation-lamb fabrics. Good quality. Purchase and agency. Comptoir Bordelais de Confection, (manufacturer), 1 Rue Bouquière, Bordeaux, Gironde. WTD 11/14/63.

■ **GREECE**—Cellulose acetate, in various metallic, pearescent colors, 25,000 lb., packed in Leverpack drums of about 250 lb. net weight. Bid deadline December 30. Loan No. 240-H-028. U.S. source. Mavroidis-Giakoumatos-Pandazopoulos, III Gephyres, Peristeri, Athens. SBC-480.

■ Coated glass fabric in rolls of 30 yd. each, various sizes, measurements, for the manufacture of plastic hoses, 30,000 yd. Loan No. 240-H-028. U.S. source. Quotation deadline December 22. Delivery Athens and/or Piraeus. Aristovoulos G. Petzetakis S.A., Hellenic Plastics & Rubber Industry, Thessalonikis & Chandri Sts., Moschaton, Piraeus. Cable: PETZAR. SBC-469.

ITALY—Neoprene synthetic resin for production of adhesives. I.C.I.R., (manufacturer, importer), Strade Antica di Collegno 225, Turin.

■ **KOREA**—Polystyrene, clear and colors, approx. 6.000 lbs.; polyethylene for blowing film, virgin and/or off grade, 30,000 lbs., c&f or cif Pusan, by all U.S. flag vessels. Ref. No. FFO-SAI-3-750. PA No. 489-901-256-3209. Limited world wide (901). Quotation date December 21. Korea Plastic Productive Cooperation, 289, Kwan Chul Dong, Chong Ro, Seoul. SBC-476.

MOROCCO—Nylon thread (not thrown) to be transformed locally into stretch nylon yarn 2/70 and 2/100 den. Requests quotations cif Casablanca, correspondence in French. Fabrique de Bonneterie Louis Lancellotti, (manufacturer), 39, rue Michel de l'Hospital, Casablanca.

PVC sheeting, moulded plastic household articles, leathercloth for tablecloths, shoes, belts. Quotations cif Casablanca. Intertrade, (importer), 2, rue Magellan, Casablanca.

SWEDEN—Monofilament fishing lines, 100 and 150 meter spools, line dia. 0.30. 0.35. 0.40, 0.45, 0.65 mm.; direct or agency. AB Clipper-Verken, 14, Hedåsgatan, Göteborg C. WTD 3/11/63.

■ **TURKEY**—Polyethylene, 2,300 kgs.; polystyrene, 1750 kgs.; polyvynyl, 7500 kgs.; cellulose acetate, 500 kgs. Different colors, packed in paper bags of 22.700 kgs., delivery in two months, c&f Istanbul. IL No. 541. Inci Plastik Mehmet Hasan Vatandust ve Ortagi Kollektif Sirketi, Eminonu, As,aalti Cd. 63, Istanbul.

■ P.V.C. compound, granule for injection moulding, approx. $44,300. IL No. 382. Yildiz Plastik Fab. M. Zeko, Ordan ve Ort. Rami Kisla Cad. No. 104, Istanbul. Cable: ORDANLAR, Istanbul.

■ Polyvinyl chloride shoe compound, in granules, specific gravity 1.17-1.19 hardness durometer A:57-67, to be used for the injection of molding footwear, approx. $15,700. IL No. 263/89542. Akgerman Lastik Esya Fabrikasi, Bedri ve Hasan Akgerman Kol. S. 1471, Sokak No. 18, Izmir.

■ Polyvinyl acetate emulsion in water, no sedimentation, in drums of 100 kg. net, drums of iron or coated plywood. Emulsion to be protected in 1 or 2 sacks of polyethylene, approx. $8.900. IL No. 259/89557. Sadolin ve Yasarin Sentetik Vernikler Fabrikasi Ltd., Sti., Seritciler No. 20, Izmir. Cable: YASARIN, Izmir.

All the above are for loan No. 277-H-043. U.S. source. Quotation date December 27. SBC-478.

■ Polyvinyl chloride resins, emulsion type for spreading machine, equivalent of solvic 336 or solvic 338, or British Geon 121. $5,000. Import license No. 1/236 nr. 657; D.O.P. or D.I.O.P., approx. $20,000; IL No. 1/236 nr. 657. Panofil Sanayi Ltd., Sirketi. Bomonti Rum Killsesi arka sok. No. 11, Istanbul. Cable: PANLIMIT, Istanbul.

■ Polystyrene crystal and colors and/or polyethylene high density for blowing.

■ Yucel-IS Muammer Yuceler Uzuncarsi B. Okur han No. 6, Eminonu, Istanbul. IL No. 530. $5,900. cif.

■ Fully translucent urea formaldehyde powder in natural and other colors for manufacture of men's buttons. Approx $7,400, cif. IL No. 597. Misel Grunfeld Tahtakale Tomruk cikmazi han 50/1-3, Istanbul.

■ PVC compound, specially suited for footwear industry, $8,600 approx. IL No. 718. Felton Lastik ve Plastik Fab. Felatun Tuglu Rami, Taslitarla Uluyol No. 58, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-482.

■ Polyethylene natural low density film grade; acrylic resins, primal S-1, B-52, B-41, approx. $5,000 cif. IL Nos. 150128, 150134, 150145, 150181, 150201. Kimyevi Maddeler Deposu Y. E. Totah Sirkeci Palas Han No. 10, P.O. box 1102, Istanbul. Cable: TOTAH, Istanbul.

■ Raw material for plastics P.V.C. compound for shoe manufacturing, approx. $28,000. IL No. 549. Same, approx. $38,500. IL No. 548. Gunes Plastik Sanayi ve Ticaret A. S. Bahcekapi Atabek Han 301-304, Istanbul. Cable: SINTO, Istanbul.

■Polystyrene, approx. $7,500. IL No. 666 Tac Plastik Koll. Sti. Venedikto Tirhin ve Yanko Ciklakidis, Galata Luleci Hendek Revani Sokak No. 3, Istanbul.

■ Low density polyethylene, approv. $30,300. IL No. 500. Pakis Muessesesi Davit Ruso, Galata, Luleci Hendek Cad. No. 125-127, Istanbul.

■ Polyethylene, film grade, high clarity, approx. $5,100. IL No. 277. Tasas Turk Ambalaj Sanayii, A. S., Salipazari Dursan, Han Kat 6, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-482.

■ PVC compound, specially suitable for the footwear industry, approx. $5,100. Kuter Kollektif Sirketi Muzaffer Gulener ve Ecvet Kutlu Galata. Fermeneciler No. 91/2, Istanbul. IL No. 570.

■ Low density polyethylene for film blowing, high clarity, good slip and antiblock characteristics. approx. $11,500. IL No. 503. Ece Plastik Kollektif Sirketi Berc Saatci ve Semoil Molho Sinay Vasif Ciinar Caddesi 91/2, Sultanhamam, Istanbul.

■ White, sodium hydroxide, approx. $40,000. IL No. 371. Sumerbank Alim ve Satim Muessessi, Bahcekapi, Istanbul.

■ Low density polyethylene, prime and off-grade for bottle blowing, density .9222, melt index 1.5, good environmental stress-crack resistance. Good processability and mechanical properties, approx. 75 tons. IL No. 708/25219.

■ Polyethylene, high density natural. 20,000 lbs., same, low density, 10,000 lb. clear crvstal, 20,000 lb. IL No. 626. Tam Plastik Mison Mizrahi Riza Yokusu 16/18, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964.

■ Polyethylene master batches high density low pressure; polyethylene natural, for monofilament: polyprophylene master batches, approx. $11 600, fob. IL No. 671. Polyethylene master batches, high density, low pressure;

polyprophylenex for monofilament; polyptophylene master batches, approx. $16,000 fob. IL No. 670. Yako, Alfandari, A. Al,ozlinos ve Ortagi, Kollektif Sirketi, Fincancilar, Emniyet Han Kat 1, Istanbul.

■ P.V.C. compound polyvinyl, approx. 120,000 kilos. IL No. 705. Emek Kaucuk Ve Plastik Sanayi, A. S., Topkapi Rami Asfalti 22, Istanbul.

■ Dioctyl phthalate, approx. $5,700. IL No. 432. Turkistan Jaucuk Ve Plastik Kollektif, Sirketi, Demirhane Cad No. 126/3, Kazlicesme, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-482.

■ Polyethylene, polystyrene, P.V.C., approx. $5,200. IL No. 558. Sabahattin Demir, Buyukokurhan No. 12, Istanbul.

■ Penolic moulding material, approx. $6,300, cif. IL No. 429. Turk Philips Sanayi A. S., Philisan, Gumussuyu Caddesi 78/0, Beyoglu, Istanbul. Cable: PHIL'SAN, Istanbul.

■ Styron 475B for extrusion of plastic sheets to be used for vacuum forming refrigerator inner cabinets, approx. $92,500. IL No. 412. Arcelik A. S. Sutluce, Karaagac, Cad. 2-4, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date December 27. SBC-478.

■ Pure phenolic resin; resin thermoplastic type terpene phenolique; synthetic resin of the paracoumarone, indene type, approx. $8,000, cif. IL No. 453. Derby Lastik Fabrikasi A. S., Bahcekapi Kutlu Han No. 21, Istanbul. Cable: CIZME, Istanbul.

■ Polyvinyl acetate, emulsion in water, solids: 60.0%, polymers 50.0%, plasticizer 10.0%, weight of emulsion 1.1, average particle size app. 0.2 microns, viscosity at 20°C: 10-100 p. hoppler, 10-60 p drage, ph: app. 5, temperature stability 5°C, no sedimentation, in drums of 100 kg. net drums of iron or coated plywood. Emulsion must be protected in 1 or 2 sacks of polyethylene, approx. $30 100. IL No. 260/89545. Durmus Yasar ve Og. Boya ve Vernik Fabrikasi Ltd. Sti., Seritciler No. 20, Izmir. Cable: YASARIN, Izmir.

■ High density polyethylene, approx. $25 000. IL No. 499. Pakis Muessesesi Davit Ruso, Lulecihendek Cad. 125, Galata, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date December 27. SBC-478.

■ Polystyrene moulding compound, crystal and assorted standard colors; polystyrene film and injection grades; P.V.C. resins and compounds, approx. $20,500, cif. IL No. 521.

■ Polystyrene moulding compound, crystal and assorted colors; polyethylene film and injection grades; P.V.C. resins and compounds, approx. $20,000. IL No. 443.

Both the above for loan No. 277-H-043. U.S. source. Quotation deadline December 25. Hasat Ithalat Ihracat Ltd. Sti., Dogu Bank Is Hani Kat 5 No. 501/3, Istanbul. Cable: PELFAFORLIM, Istanbul. SBC-471.

■ Polyethylene, polystyrene, P.V.C., approx. $8,300. IL No. 581. Ali Ozadam Ibrahim Ozaydin, Buyukokurhan No. 30-31, Istanbul.

■ D.O.P., in new steel drums, approx. $10,200. IL No. 555. Dovinil Sanayi Ltd., Sti., Dogu Is Han 418, Istanbul. Cable: SINLEVIT, Istanbul.

■ Polystyrene, crystal and colors, and/or polyethylene, high density. polyethylene for blowing, approx. $34,400. IL No. 661. Cavit Cicek, Tarakcilar No. 35, Istanbul. Cable: MOZE, Istanbul.

■ Polyethylene, polystyrene, P.V.C., approx. $6,900. IL No. 546, 547. Behruz Vatandost, Buyukokur Han 10, Istanbul.

All the above for loan No. 277-H-043. U.S. source. Quotation deadline December 25. SBC-474.

■ **TURKEY**—Urea formaldehyde moulding powders; polyethylene resins; polyester resins; phenol formaldehyde moulding powders. Approx. $15,600. Loan No. 277-H-043. IL No. 447. U.S. source. Quotation deadline December 27. Koroze Dugme Fabrikasi Ltd. Sti., P.O. Box Sisli 24, Kurtulus Degirmen Sok. 118/130, Istanbul. SBC-484.★

■ **VIETNAM**—Polyethylene, natural, low density, 50,600 lb.; same, first grade, colored, economic grade, same, 11,000 lb. each; polystyrene, crystal, 2,200 lb., same, colored, 5,500 lb.; off grade polyethylene resins, natural transition, natural color, 44,000 lb.; high density polyethylene resins, natural color for extrusion and moulding, 4,400 lb.; polyethylene, general purpose film, 44,000 lb.; same, resin compound, 66,000 lb. Offers reviewed on c&f basis only; fob, freight costs indicated separately. Freight 100% U.S. flag vessel. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon. Limited world wide (901). Quotation date December 26. To Hop My Le, 12 Nguyen Thoi, Cholong. SBC-476.

283 Drugs

★★AUSTRIA—Trade Mission

Pharmaceutical manufacturer/distributor seeks to import ethical items for distribution in Austria. Able to undertake required local registration. Eggochemia, Fabrik f. Chem. & Pharm. Praeparate, Heiligenstaedterstrasse 158, Vienna XIX. WTD 3/31/61. I.R. 266.

Manufacturer/distributor interested in importing pharmaceutical products. Karl F. Florian, Sobieskigasse 35, Vienna IX. I.R. 379.

Manufacturer seeks exclusive agency for veterinary chemical pharmaceuticals, particularly interested in diagnostics. Sells to wholesalers only. Serotherapeutisches Institut G.m.b.H. Triesterstrasse 50, Vienna X. WTD 5/3/61. I.R. 376.

● **EAST PAKISTAN**—Antibiotics, including penicillin injections and ointments; and terramycin; stilbesterol injection, and miscellaneous medicinal products and chemicals such as tinctures of benzoin, gentian and nux vomica; calcium gluconate, calcium lactate, and distilled water in ampoules. Tender No. S-6/572/MED/63-64; bid deadline, December 23.

● Morphine hydrochloride tablets, 10,000 of ¼ grain B.P., 5,000 tablets of ½ grain B.P.; physostigmine sulfate, 10,000 tablets; pilocarpine nitrate, 10,000 tablets; adrenalin, sulfadiazine, procainamide, viper venom, penicillin, and dextrose. Sixteen other assorted pharmaceutical products in quantities varying between 500 vials and 10 000 tablets. Tender No. S-6/722/MED/63-64, bid deadline December 24.

● This tender comprises 12 veterinary specialty products including hormones: stilbestrol, progesteron, etc. Tender No. S-6/718/MED/63-64, bid deadline December 26.

The Director of Supply, Government of East Pakistan, EPIDC House, Motijheel, Dacca 2.★ (Telephone: 202-WO 7-3394).

HONG KONG—Pharmaceutical products of all types. Importer, exporter, manufacturer's representative requests replies from manufacturers only. T. Cheung & Co., Ltd., Rm. 613, No. 9 Ice House St., Hong Kong. WTD 11/8/63.

ITALY—Pharmaceutical preparations; manufacturer, exporter. Direct purchase and agency. F.I.R.M.A. S.p.A., (manufacturer, exporter), 37 Via di Scandicci, Florence. WTD 11/20/63.

■ **KOREA**—Various vitamins, A, B, C, B1; nicotinamide; calcium d-pentothenate; Dl methionine; santomine powder, piperazine, phenacetin; caffein; ferrous fumarate; dextrose anh., USP and NA, large quantities in kgs.; samples required. Cif Pusan by all U.S. vessel only. Ref. No. FFO-SAI-3-749. PA No. 489-370-901-236-3208. Limited world wide (901). Quotation date December 21. Yuyu Industrial Co., Ltd., 7, 2-Ka, Chungmu-Ro Chung-Ku, Seoul. Copies of all offers made should be sent air mail to the Bank of Korea, attn: AID Section, and to the Director, USAID/Seoul, c/o American Embassy, Seoul. SBC-476.

■ Caffein anhydrous, vitamins B1, B2, C and coated. dextrose anh., all USP, total 2,002 kilos. Brand name to be clearly described in offer; samples required. Quotations to be based on c&f or cif Pusan, U.S. flag liner vessel. Ref. No. FFO-SAI-3-755. Orient Fine Chemical Ind. Co., Ltd., No. 84 Chongam-dong, Sungbuk-ku, Seoul. Cable: ORIEMTMEDI, Seoul.

■ Dry vitamin A Palmitate beadlets, vitamin B1, B2, C coated, Santonin, NF. All others USP. Total 1,195 kgs. Samples, analysis, name, address of manufacturer; quotation must show fob price. Ref. No. FFO-SAI-756. Seoul Pharmaceutical Co., Ltd., No. 60 Songhyun-dong, Chongro-ku, Seoul. Cable: WONKISO, Seoul.

■ Santonin, piperazine citrate, polyvinyl-pyrrolidone, ferric ammonium citrate, vitamin, B1, B2, C. N. F., USP, N.A., total 3,308 kg. Brand name to be clearly described in offer; samples required, cif, fob prices. Ref. No. FFO-SAI-3-757.

PA#489-370-000-236-3208. U.S. source, quotation date December 28. Copies of all offers made to be sent air mail to the Bank of Korea, attn: AID Section and to the Director, USAID c/o American Embassy, Seoul. SBC-479.

■ Polyvinyl pyrrolidone, riboflavin, phosphate sodium, various vitamins, calcium D-pantothenate, prednisolone, methyl acetamide, caffeine anhydrous, various quantities in Kgs. Brand name should be clearly described in offer; samples required. Delivery cif Pusan by U.S. flag liner; fob price. Reference No. FFO-3-753. Bumyang Pharmaceutical Co., Ltd., 121, 1st St., Wonhyo-rom Yongsan-Ku, Seoul. Cable: BYANGHPHARMA, Seoul.

■ Thiamine Hcl, various vitamins, thiamin monitrate, nicotinamide, calcium D-pantothenate, aspirin, phenacetin, P.V.P., dimethionine, camphor, piperazin, prednisolone, inositol, caffein, dextrose, santonin, USP and NA, various quantities in kilos, except dextrose, 3 m.t. Ref. No. FFO-SAI-3-754. The Third Chemical Ind. Co., Ltd., 18, Susomum-dong, Sudaemun-ku, Seoul.

Both the above are for PA No. 489-370-000-236-3208. Quotation date Dec. 28. U.S. source. Copies of all offers made should be sent air mail to the Bank of Korea, attn: AID Section and to the Director, USAID, c/o American Embassy, Seoul. SBC-479.

■ Pharmaceutical raw materials, including phenacetin, piperazin, cascarasagrada, quinine Hcl, benzyl alcohol, D-L methionine injection, methyl acetamid, various vitamins, B6, AD2, B1, riboflavin, ferrous gluconate, santonin crystaline, lactose, NA and USP/NF. Various quantities in kgs., except lactose, 2 m.t. Brand name should be clearly described in offer; samples required; delivered cif Pusan, by U.S. flag liner, fob price. Dai Yung Pharmaceutical Co., Ltd., 28, Choong Hak Dong, Chong To Ku, Seoul. Ref. No. FFO-SAI-770.

■ DL-methionine, N.F. 98%, about 1,000 kg.; prednisolone, 4 kgs.; creosol, 2 m.t.; vitamin B1, 50 kgs.; vitamin C, 100 kgs. USP Brand name clearly described in offer, samples required; delivered cif Pusan, U.S. flag liner; fob price. Ref. No. FFO-SAI-3-769. Sam Yung Chemical Co., Ltd., 207, Insa-dong, Chongno-ku, Seoul.

Both the above are for PA No. 489-370-000-236-3208. Quotation date December 28. U.S. source. Copies of all offers made should be sent air mail to the Bank of Korea, attn.: AID Section and to the Director, USAID, c/o American Embassy, Seoul. SBC-479.

■ Thiamine Hcl, 30 kg.; ascorbic acid, 300 kg.; caffeine anhydrous, 150 kg.; sorbitol, 2,000 kg., aluminum acetylsalicylate, 786 kg. Brand name should be clearly described in offer; samples required; delivered cif Pusan, US flag liner, fob price. Ref. No. FFO-SAI-3-771. Quotation date December 31. Yungjin Moolsan Co., Ltd., No. 10-4, 1 Ka, Whaihyun-Dong, Jung-ku, Seoul. PA No. 489-370-000-236-3208. U.S. source. Copies of all offers made to be sent via air mail to the Bank of Korea, attn: AID Section, and to the Director, USAID, c/o American Embassy, Seoul. SBC-479.

MOROCCO—Pharmacopia tetracyclin chlorohydrate, min. quan. 50 kilos, max. quan. 250 kilos, chloramphenicol min. quan. 100 kilos, max. quan. 350 kilos, both in 5 or 10 kilos containers. Offers to be made, with certificates of analysis and origin according to French or International Pharmacopia, before January 5, 1964. Laprophan, (manufacturer), 21, Rue des Oudayas, Casablanca. WTD 4/17/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Other Toilet Preparations

★★AUSTRIA—Trade Mission

Manufacturer/wholesaler wishes to represent aerosol cosmetics lines in Austria. Wiag Import Export, Anzengrubergasse 30, Vienna V. I.R. 346.

Wholesaler interested in exclusive agency of all kinds of cosmetics, particularly sprays and deodorant sticks. Sells to wholesalers only. Kollergerngasse 4, Vienna VI. Firm name (Chemofopa Aussenhandel). WTD 6/5/63. I.R. 374.

Manufacturer/wholesaler desires Austrian agency for aerosol cleaning products. Reinbacher Maschinenfabrik, Elisabethstrasse 13, Vienna I. WTD 1/30/63. I.R. 299.★

Wholesaler/retailer seeks lines of rust inhibitors. Sisol, Hernalser Hauptstrasse 84, Vienna XVII. WTD 6/28/63. I.R. 315.★

Manufacturer/distributor of industrial detergents and anticorrosive compounds seeks agency in Austria for new products in this field, especially detergents and cleaning compounds for airplanes, buildings, compounds for steam cleaners. Atlas KG Ed. Muchitsch & Co., Maria Theresienstrasse 32/34, Vienna I. I.R. 274.

FRANCE—All kinds of polishes for shoes; requests replies in French. Direct purchase and agency. Ets. Darrigol & Gagnez, (importer, wholesaler, agent), 125 bis rue du Chemin Vert, Paris 11e.

Shoe polish, liquid or paste; other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. Jikammer, (manufacturer, wholesaler, importer, exporter), 4 rue Neuve, Versailles (Seine & Oise).

Shoe polish, liquid or paste; other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. R. Jacquot & Fils, (importer, wholesaler, agent), 30 rue Emile Zola, Troyes (Aube).

Shoe polish, liquid or paste; other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistere).

JAPAN—Beauty, toilet preparations; cosmetics. Medium-high quality. Especially interested in CO_2 foam shaving cream. Hayashi Shoten, (importer-wholesaler), 691, 2-Chome, Shinkawa-cho, Naniwa Ku, Osaka. WTD 5/2/61.

NETHERLANDS—perfumes, toilet articles, cosmetics in general. Direct purchase and agency. N.V. van der Laaken's Handel Mij., (agent), 98 Leidsekade, Amsterdam.

★★ SWITZERLAND—Trade Mission

Distributor seeks exclusive distributorship or agency for: protective metal coatings, products for removing or preventing rust and corrosion, brick and concrete wall cleaners, chemical specialties used in related fields. Also seeks representation for light reflecting materials (neon powders). Paul Buergin-Chemische Spezialitaten, Zurichstrasse 235, Affoltern A/A. I.R. 187.

285 Paints, Varnishes, Lacquers, Enamels

ABU DHABI—Paints, varnishes. Ahmad Abdul Rahman Abdul-Ghani, (importer, wholesaler, retailer), Abu Dhabi, Trucial Oman States. WTD 11/16/63.

● **BURMA**—Paints, linseed oils, boiler compounds, fillers, tender No. GH/10/G11.D/63-64, bid deadline December 23, 12:00 noon.

● Anticorrosive, anti-fouling, boot topping paint, 325 gals., tender No. GH/12/G11.D/63-64, bid deadline December 23, 12:00 noon. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3512).

287 Agricultural Chemicals

★★AUSTRIA—Trade Mission

Firm seeks to import for Austrian distribution agricultural disinfectants and sprays. Able to repackage bulk quantities in small containers. Carl Vanicek Chem. Techn. Konsulent, Josefstaedterstrasse 34, Vienna VIII. I.R. 297.

NETHERLANDS—Growth control chemical (slows down the growth of the stem of flowers —new product). Requests replies from manufacturers only. Direct purchase, exclusive agency. Asef Fison, N.V., (manufacturer, retailer), Fosfaatweg, Amsterdam.

289 Chemical Products

FRANCE—Glues, other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. R. Jacquot & Fils, (importer, wholesaler, agent), 30 rue Emile Zola, Troyes (Aube).

Glues, other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. Jikammer, (manufacturer, wholesaler, importer, exporter), 4 rue Neuve, Versailles (Seine & Oise).

Glues, other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistere).

All kinds of supplies for the shoe industry including glues; requests replies in French. Direct purchase and agency. Ets. Darrigol & Gagnez, (importer, wholesaler, agent), 125 bis rue du Chemin Vert, Paris 11e.

301 Tires, Tubes

■ **PAKISTAN**—Tires, various sizes, descriptions, 122 each; tubes for same, 122 each. Loan No. 391-H-066. U.S. source. Tender no. VA-3/1/L-066/67830-67933/T/63. Bid deadline December 23. Government of Pakistan, Dept. of Investment Promotion & Supplies, V&A Directorate, Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Miss Caparelli. SBC-474.

Tires, tubes for trucks, cars, tractors, buses. Direct purchase and agency. Yu-Slim & Co. Ltd., (importing distributor, commission merchant), Plaza Cinema, Queens Rd., P.O. 266, Lahore. WTD 7/21/61.

Tires, tubes for trucks and automobiles. Mirza Lal Khan & Co., (importing distributor, commission merchant), 64/15 Edwards Rd., Rawalpindi. WTD 11/19/63.

302 Rubber Footwear

FRANCE—Canvas shoes with rubber soles. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistere).

306 Fabricated Rubber Products

FRANCE—Rubber heels, other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. Jikammer, (manufacturer, wholesaler, importer, exporter), 4 rue Neuve, Versailles (Seine & Oise).

Rubber heels, other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistere).

All kinds of supplies for the shoe industry including heels; requests replies in French; direct purchase and agency. Ets. Darrigol & Gagnez, (importer, wholesaler, agent), 125 bis rue du Chemin Vert, Paris 11e.

All kinds of supplies for the shoe industry including heels; requests replies in French. Direct purchase and agency. Ets. R. Jacquot & Fils, (importer, wholesaler, agent), 30 rue Emile Zola Troyes (Aube).

ITALY—Dielectric tapes; thermosetting tapes. Direct purchase and agency. Gilberto Pizzetti (sales agent), 148 Via Aurelia, Zoagli (Genoa).

PAKISTAN—Rubber thread. Jasaco, 5 Scotch Corner, Upper Mall, Lahore. WTD 11/14/63.

307 Plastics Products

● **BURMA**—Laminated plastic sheets, 5,000, 8′ x 4′ x 1/16″, tender No. PRV/94/CS(63-64), bid deadline December 26. The Chairman, Civil Stores Committee (1), St. John's Road, Rangoon.★ (Telephone: 202-WO 7-3529).

FRANCE—Plastic tableware; oil and vinegar table-set; Direct purchase and agency. Manufacture d'Articles Industriels, (manufacturer), 28 ave. du Panorama, Bourg-la-Rheine (Seine). WTD 10/30/63.

Plastic materials used in the manufacturing of shoes: material for uppers, soles. Requests replies in French. Direct purchase and agency. Ets. Darrigol & Gagnez, (importer, wholesaler, agent), 125 bis rue du Chemin Vert, Paris 11e.

Plastic shapes to be used in building. Direct purchase and agency. Manufacture d'Articles Industriels, (manufacturer), 28 ave. du Panorama, Bourg-la-Reine (Seine). WTD 10/30/63.

Plastic materials used in manufacturing shoes: for uppers, soles. Requests replies in French. Direct purchase and agency. Ets. R Jacquot & Fils, (importer, wholesaler, agent), 30 rue Emile Zola, Troyes (Aube).

Plastic materials used in manufacturing shoes: uppers, soles. Requests replies in French. Direct purchase and agency. Ets. Jikammer, (manufacturer, wholesaler, importer, exporter), 4 rue Neuve, Versailles (Seine & Oise).

Plastic materials used in manufacturing shoes: uppers, soles. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistere).

311 Leather Tanning, Finishing

★★AUSTRIA—Trade Mission

Importer desires to purchase all types of leathers used in manufacture of shoes and luggage and for upholstery. Oesterr. Leder & Gummi KG, Mariahilferstrasse 112, Vienna VII. WTD 5/6/62. I.R. 386.

FRANCE—Leather, various kinds; other supplies, including forms, fittings, for the shoe industry. Ets. Jikammer, (manufacturer, wholesaler, importer, exporter), 4 rue Neuve, Versailles (Seine & Oise).

Leather, various kinds, for the shoe industry. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistere).

All kinds of supplies for the shoe industry including leather; requests replies in French. Direct purchase and agency. Ets. Darrigol & Gagnez, (importer, wholesaler. agent), 125 bis rue du Chemin Vert, Paris 11e.

All kinds of supplies for the shoe industry including leather; requests replies in French. Direct purchase and agency. Ets. R. Jacquot & Fils, (importer, wholesaler, agent), 30 rue Emile Zola, Troyes (Aube).

GERMANY—Leather waste from automobile upholstery leather, black, brown; cif European ports. Arnold Klumpen, (wholesaler, importer, exporter), Neusserstr. 77, 4 Düsseldorf. WTD 4/16/63.

313 Boot, Shoe Cut Stock, Findings

★★AUSTRIA—Trade Mission

Shoe manufacturer wishes to import lining splits in different colors, one millimeter thick; soft moccasin leather, upper leather splits, box calf, small sizes, unfinished tannage. flush side. Humanic, Annenstrasse, Graz, Styria. I.R. 387.

CANADA—Leather sole with felt laminated to it; sample of type sole desired is available on a loan basis from: BDSA, Rm. 4203 Department of Commerce. Washington. D.C., 20230. Telephone: 202-WO 7-4674. Mr. Robert LeBel, Bennett Ltd., Fort Chambly, Quebec.

FRANCE—All kinds of supplies for the shoe industry including heels; requests replies in French. Direct purchase and agency. Ets. R. Jacquot & Fils, (importer, wholesaler, agent), 30 rue Emile Zola, Troyes (Aube).

All kinds of supplies for the shoe industry including heels; requests replies in French. Direct purchase and agency. Ets. Darrigol & Gagnez, (wholesaler, importer, agent), 125 bis rue du Chemin-Vert, Paris 11e.

Wood heels, other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. Jikammer, (manufacturer, wholesaler, importer, exporter), 4 rue Neuve, Versailles (Seine & Oise).

Wood heels, other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistere).

314 Footwear, except Rubber

★★AUSTRIA—Trade Mission

Wholesaler seeks exclusive representation of work shoes. H. Madjera & Co., Boerseplatz 3, Vienna I. WTD 8/8/62. I.R. 338.

FRANCE—Shoes, dress styles, other types. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistere).

MALAYSIA—Leather footwear. Eastern Bazaar, (importer, indent agent, retailer, wholesaler), 8 Bishop St., P.O. box 125, Penang.

★★ SWITZERLAND—Trade Mission

Wholesaler/retailer seeks distributorship for women's, men's and children's shoes and western shoes in medium and higher priced lines. Chaussures Henri, 29 rue de la Croix d'or, Geneva. I.R. 229.

317 Handbags, Personal Leather Goods

GREECE—Handbags, purses, all kinds, for ladies; importer retailer requests replies in French from exporters, manufacturers. Euth. Papayannis' Sons Ltd., 47 Hermes St., Athens. WTD 11/18/63.

NIGERIA—Women's handbags, medium and low priced, preferably plastic styles, discontinued and odd lots. International Supplies Ltd., (wholesaler), 16 Williams St., P.O. box 996, Lagos. WTD 10/21/63.

321 Flat Glass

ECUADOR—Glass for louvered windows; 4 mm. thick, 4 inches wide, 74 cm. long; clear, etched. 30,000-50,000 pieces per year. Quote prices cif Guayaquil; requests replies in Spanish. Comercial Intaco, S.A., (importer, wholesaler, retailer, manufacturer), P.O. box 3619, Guayaquil. WTD 8/26/63.

322 Glass, Glassware

JAPAN—Semi-processed Ultex "A" type bifocal lenses. Kajimoto Lens Factory, (importer, exporter, manufacturer), 19 Ikunotashima-cho 2-chome, Ikuno Ku, Osaka.

325 Structural Clay Products

CANADA—"Dutch tiles" for stoves, open fire places. William P. Traut, (importer), Ceramic & Mosaic Contractor, R. R. #5, Kelowna, B.C.

■ **TURKEY**—Fire brick: refractoriness. over cone SK 40; refractoriness under load 28 lb./sq. in., maintained at 1 hour, 1.5% over 1500° C.; cold crushing strength, 400 kg./sq. cm.; Spalling index, plus 25 cycles at 900° C.; bulk density, 2.75-3.00 gm./cc.; true porosity, 16%-22%; thermal conductivity at 1000° C., 16 BTU or 3 K value, approx. $11,000. Fob or c&f Istanbul. IL No. 8342. Loan No. 277-H-043. U.S. source. Quotation deadline December 25. Drawings of bricks and lining required with quotation. Sumerbank Cimento Sanayii Muessesesi—Sivas. SBC-474.

326 Pottery, Related Products

★★AUSTRIA—Trade Mission

Importer seeks lines of non-electric housewares, kitchen ware, china and glassware for home, hotel and restaurant use. Kuechen Greussing, Kaiserstrasse 11, Bregenz/Vorarlberg. WTD 8/17/61. I.R. 328.

327 Concrete, Gypsum, Plaster Products

★★AUSTRIA—Trade Mission

Manufacturer and distributor seeks agency for ornamental fountains, electrically operated, for home gardens, parks, schools, public buildings. F. Reiner & Co., Lindengasse 62, Vienna VII. WTD 8/6/62. I.R. 309.

ENGLAND—1,200 wood wool slabs: 2" thick of compressed wood or cane fibre and cement, in 6'0" x 2'0" pieces. Mr. C.A. Prankard, (G6/Various 3728) The Crown Agents, 4 Millbank, London, S.W.1.

329 Abrasive, Asbestos, Nonmetallic Mineral Products, Supplies

ECUADOR—Automotive brake linings, clutch facings. Importadora Automotríz C. A., (importer), P.O. box 3507, Guayaquil. WTD 11/19/63.

FRANCE—Abrasive cloth, other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. R. Jacquot & Fils, (importer, wholesaler, agent), 30 rue Emile Zola, Troyes (Aube).

Abrasive cloth, other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. Jikammer, (manufacturer, wholesaler, importer, exporter), 4 rue Neuve, Versailles (Seine & Oise).

Abrasive cloth, other supplies, including forms and fittings, for the shoe industry. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistere).

All kinds of supplies for the shoe industry including abrasives; requests replies in French. Direct purchase and agency. Ets. Darrigol & Gagnez, (importer, wholesaler, agent), 125 bis rue du Chemin Vert, Paris 11e.

■ **TURKEY**—Magnesite refractory bricks for lining burning zone of rotary cement kiln with 3.60 m. inner dia., approx. $20,000. IL No. 28/085210.★

■ High alumina refractory radial kiln bricks, for lining burning zone of rotary cement kiln with 3.60 m. inner dia., brick dimensions 266/300 x 200 x 100 mm., approx. $15,000. IL No. 27/085211.★

Both the above for loan. No. 277-H-043. U.S. source. Quotation deadline December 25. Cimentas Izmir Cimento Fabrikasi T.A.S., Posta Kutusu 384, Izmir. Cable: CIMENTAS, Izmir. SBC-471.

331 Steel Mill Products

BARBADOS—High tensile wire suitable for reinforcing pre-stressed concrete; 180,000 lineal feet of 0.200" dia. indented wire, 100/110 tons tensile strength, 4 ft. nominal size coils, wrapped in hessian covered paper or equivalent. Emtage Electrical Co. Ltd., River Rd., Bridgetown. WTD 7/24/63.

● **BURMA**—Nail spikes, wrought steel, square rose head, chisel joint, 4", 40 tons; 5", 30 tons; 6", 30 tons. Tender No. PRV/97/CS (63-64), bid deadline December 16. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

■ **CHINA**—Electrolytic tinplate waste waste 18 x 24" and larger, unassorted in original mill packing, 200,000 lb.; electrolytic tinplate waste waste cobbles, 18 x 24" and larger, 107 lb. and lighter, original mill packing, 80,000. China Can Printing & Metal Mfg. Co., 26 Kuang Chieng Rd., Taipei, Taiwan. C&F Keelung. Quotation date December 28.

■ Coke tinplate waste waste 75/100 lb. base weight and larger, unassorted to size and base weight, 200,000 lb. packed in export metal containers. An Shing Hong, 155 Kien-ku, 4th Rd., Kaohsiung, Taiwan. C&F Keelung. Quotation date December 27.

■ Coke tinplate waste waste, all bright, 1.25 coating, base weight 75/100 lb., size 18 x 24" and larger, original mill packing. Quotation date December 27. Hong Yee Hong Trading Co., Ltd., 192 Kun Ming St., Taipei, Taiwan.

■ Electrolytic tinplate misprints, 107 lb. base weight and lighter, 18 x 24" and larger, misprint one or both sides, unassorted to size and base weight, 400,000 lb.; coke tinplate waste waste, 75/100 lb. base weight, 18 x 24" and larger, all bright, 1.25 coating, original mill packing, unassorted to size and base weight, 200,000 lb. C&F Keelung, Shin Shing Imp. & Exp. Co., 3 Lane 46, Chungking N. Rd., Sec. 2, Taipei, Taiwan. Quotation date December 27.

All the above are for PA No. 484-660-000-253-3217. U.S. source. SBC-483.

■ Coke tinplate waste waste 18 x 24" and larger, 75/100 lb. base weight, unassorted in original mill packing, 100,000 lb. Yung Wei Co., Ltd., 43 Pao An St., Taipei, Taiwan. Cable: YUNGWEI.

■ Coke tinplate waste waste, 75/100 lb., base weight, 18 x 24" and larger, unassorted, original mill packing, all bright, 1.25 coating, 100,000 lb. Yung Wei Co., Ltd., 43 Pao An St., Taipei, Taiwan. Cable: YUNGWEI.

■ Coke tinplate waste waste, tincoating 1.25 lb., 75/100 lb., size 18 x 24" and larger. Unassorted to size and base weight, packed in original Bethlehem or Jones & Laughlin mill fiber containers with warehouse metal export wrapping or in original mill metal export containers, 100,000 lb. Kung Yek Co., Ltd., 32 Hwa Ting St., Taipei, Taiwan. Cable: 2461.

All the above are for PA No. 484-660-000-253-3217. U.S. source. Quotation date December 27. SBC-483.

■ Coke tinplate waste waste, coating 1.25 lb., 75/100 lb. base weight, size 18 x 24" and larger, unassorted to size and base weight, packed in original Bethlehem mill fiber containers with warehouse metal export wrapping, 200,000 lb.; electrolytic tinplate misprints 107 lb. 107 lb. base weight and lighter, 18 x 24" and larger, unassorted to size and gauge, packed for export, 115,000 lb. Ta Yuan Trading Co. Ltd., 1st Fl., No. 91, 2nd Section, Chung King Rd., North Taipei, Taiwan.

■ Hot dipped coke waste waste tinplate, 1.25 lb. coating, 18 x 24" and larger, 75/100 lb. base weight. unassorted, in original Bethlehem and/or USS packages, suitable for export, 100,000 lb.; electrolytic tinplate misprints, mainly fruit juice designs, unassorted to size and gauge, base weight 107 lb., and lighter, but at least 85% 70/85 lb. base weight, size 18 x 24" and larger, mostly 30 x 30" and larger, sheets may be misprinted or plain, gold lacquered on one or both sizes, 70,000 lb. Golin Trading Co., 5-2, 46 Lane, 2nd Section, Chungking Rd., N., Taipei, Taiwan.

All the above are for PA No. 484-660-000-253-3217. U.S. source. Quotation date December 27. SBC-483.

■ Electrolytic tinplate waste waste, unassorted to size and gauge, 75/107 lb. base weight, 240,000 lb. Taipei Can Manufactory, No. 2 Lane 103, Chang An Rd., W. Taipei.

■ Electrolytic tinplate waste waste cobbles, 18 x 24" and larger, 107 lb. and lighter, unassorted, in original mill packing, 200,000 lb. Packed in metal containers. Jinherfa Can Printing & Mfg. Co., 40 Lane 128, Section 2, Chung Shan Rd., North, Taipei, Taiwan.

■ Electrolytic tinplate misprints, 200,000 lb., 107 lb. base weight and lighter, 18 x 24" and larger, misprinted one or both sides, unassorted to size and base weight Shin Shing Imp. & Exp. Co., 3 Lane 46, Chungking N. Rd., Sec. 2, Taipei, Taiwan.

All the above are for PA No. 484-660-000-253-3217. U.S. source. C&F Keelung. Quotation date December 27.

■ **CHINA**—Seamless steel line pipe, 3", API Specification 5L, grade B, 1,000 meters; same, except 4", 2,000 meters. Invitation No. CP2-2145-2. PA No. 484-660-000-253-3217. U.S. source. Bid deadline January 6, 1964. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. Specifications and conditions may be obtained from Mr. Joseph C. Wei, Director, Division for the Central Trust of China, Chinese Government Procurement & Services Mission, 61 Broadway, Rm. 2123, New York, N.Y. SBC-479.

■ Coke tinplate waste waste, 1.25 coating, BW 75/100 lb., size 18 x 24" and larger, 75,000 lb.; coke tinplate waste waste, same, 100,000 lb.; electrolytic tinplate misprints, gold lacquered or plain, no scroll edges, assorted to size and gauge per skid, BW 75/90 lb., and larger, 18 x 24" and larger, mostly 20 x 28" and larger, 50,000 lb. Hwalung Hong Trading Co., Ltd., 2nd Fl., 194 Kun Ming St., Taipei, Taiwan.

■ Coke tinplate waste waste, all bright 1.25 coating, BW 75/100, all bright, 18 x 24" and larger, unassorted to size and base weight, original mill packing, 59,000 lb.; same, except culls, 85,000 lb. Wu Lung Trading Co., Ltd., 1st fl., 112 Tai Yuan Rd., Taipei, Taiwan.

■ Electrolytic tinplate waste waste culls, 107 lb. and lighter, 18 x 24" and larger, unassorted in original Youngstown original mill packing, 260,000 lb.; electrolytic tinplate waste waste, same except 75-107 lb., BW, 60,000 lb.; coke tinplate waste waste, sizes 30 1/16 x 31¼, 80 lb., 27½ x 34 3/16, 75 lb., unassorted, 19,508 lb., electrolytic tinplate waste waste, 18 x 24" and larger, 75-107 lb., BW, unassorted, scrolled edges, 100,000 lb.; electrolytic tinplate misprints, same, 100,000 lb. Whallie Trading Co., Ltd., No. 34 Lane 83, Chungking Rd., N. 1st Sec., Taipei. Cable: 5653 TAIPEI.

All for PA No. 484-660-000-253-3217. U.S. source. Quotation date December 27. C&F Keelung. SBC-483.

DUBAI—Rich redrawn galvanized steel wire (polished), BWG-18 (size 1.25 mm., tensile strength 150-160) and BWG-19. Requests samples over two yards long. General Merchandise Center, (importer, wholesaler, retailer), P.O. Box 198, Dubai, Trucial Oman States. WTD 10/28/63.

ECUADOR—Wire, plain steel, all grades; Assab curtain steel wire: 5/16", 9/32", ¼". Flat bars: Thomas-commercial quality, normal finish, lengths of 6 m. cut with smallest-plus/minus tolerance without extras, commercially bundled, ½" x ⅛". Cold-rolled, Thomas-commercial grade, bright-double-baked steel hoops, rerolled at a 34 to 44 kg. per square mm. resistance, in coils, with trimmed edges, tolerances as per DIN 1544, greased, packed in oiled paper and burlap bags, 160 x 0.80 mm., 180 x 0.90 mm. "U" cold-rolled profiles, Thomas-ordinary grade soft steel profiles, slightly oiled, with inner and outer angles slightly rounded out, 20 ft. (6 m.) long rods; inner measurements: 1¾" x ⅞" x 1¾"; thickness: 1/16". Quote prices cif Guayaquil; requests replies in Spanish. Comercial Intaco, S.A., (importer, wholesaler, retailer, manufacturer), P.O. Box 3619, Guayaquil. WTD 8/26/63.

ENGLAND—Proprietary piling. C. Bryant & Son Ltd., (contractor), Whitmore Rd., Birmingham 10. WTD 4/5/63.

GERMANY—Stainless steel, heat, acid, corrosion resisting sheets and plates; importer, wholesaler requests offers from US manufacturers only with price quotations cif Dutch or German ports. Günter Röttger, (importer, wholesaler), 16 Graf-von-Gahlen-Strasse, 58 Hagen. WTD 10/30/63.

■ **PAKISTAN**—Various iron and steel mill materials, including tubings, pipe, carbon steel, bars, shafts, high speed steel, wire, strip, rounds, squares, hexagons, plates, sheets, angles, channels, joists, beams, tees, pipe fittings; all in large quantities. Loan No. 391-H-066. U.S. source. Quotation deadline December 23. IL No. 355844. The Batala Engineering Co. (Pakistan) Ltd., The Mall, Lahore. Cable: BATENGCO, Lahore. Subject to GSA Defense Materials Service procedure. Detailed specifications may be obtained from the Office of Small Business, Agency for International Development, Rm. 2120, Barton Hall, Ohio Drive & Independence Ave., SW., Washington, D.C. SBC-474.

■ Hot rolled mild steel strips, in works coils; coils not exceeding 700 kgs. in weight, sheared mill edges, sheared ends, for the manufacture of galvanized steel tubing. Chemical analysis, not to contain more than .08/.15% carbon, .30/.50% manganese, 0.060% max. each, sulphur and phosphorous. 3" x 13 swg, 30 tons; 3¾" x 11 swg, 75 tons; 4 13/16 x 11 swg, 100 tons approx. Mild steel plates, 8" x 4" x ⅛", 65 tons, approx. S/A No. 356718. Loan No. 391-H-066. U.S. source. The National Pipe Industries, G. T. Rd., Gujranwala. Cable: PIPES, Gujranwala. SBC-480.

■ Galvanized welded standard steel pipe, threaded both ends with socket at one end, in random lengths of 16-22', 2,500,000 rft. Tender No. S-5/750/I&S (63-64). Loan No. 391-H-066 (AID loan No. 46). U.S. source. Bid deadline December 26. Directorate of Supply, Government of E. Pakistan, EPIDC House, 4th fl., Motijheel, Dacca 2. Cable: SUPPLY, Dacca. SBC-479.

■ ½", ¾", 8 and 10" nominal dia. steel pipes to conform to API 5L, for line pipe, strength 28,000 and 35,000, large quantities in ft., random lengths; black malleable iron and mild steel screwed pipe fittings, various sizes, numbers, 64 items. S/A No. 335176. Bid deadline December 24. Karachi Gas Co., Ltd., Variawa Building, McLeod Rd., Karachi. Loan No. 391-H-066. U.S. source. SBC-480.

■ M. S. billets, prime re-rolling quality, to SAE 1008 or SAE 1010 and/or SAE 1015 and/or 1020, 1025, 1030, 1035 or 1040. Sizes 2 x 2" or 2½ x 2½", 3 x 3", 3½ x 3½" and/or 4 x 4", SAE 1010 rimmed, suitable for cold forging and heating. Size 2 x 2" length 16 ft., or above allowing max. 10% shorts, down to min. 12 ft., approx. 60 tons. S/A No. 355503. Bid deadline December 24. McLeod Rd., Karachi. Cable: ROLLSTEEL, Karachi.

■ Galvanized plain sheets, size 6/8' x 3', 24 gauge, approx. $1,000; cold rolled steel sheet, 22 to 28" and larger, approx. $8,200. Bid deadline December 28. S/A No. 290427. C. I. Corp., 72, H. K. Das Rd., Narinda, Dacca.

■ Bright hard drawn nail wire, suitable for manufacturing wire nails. Gauges, 6 to 18 BWG, approx. $45,900. S/A No. 293286. Bid deadline December 30. Pakistan United Traders Ltd., Chittagong. Cable: TRADINGCO, Chittagong.

All the above are for loan No. 391-H-066. U.S. source. SBC-480.

G.I. & G.P. Sheets, 16-32 guages; corrugated iron sheets; cast iron. Mirza Lal Khan & Co., (importing distributor, Commission merchant), 64/15 Edwards Rd., Rawalpindi. WTD 11/19/63.

Electrode holders, resistance welding (electric resistance welded cold rolled steel tubing); flash in mechanical steel tubing; oiled in and outside, packed in bundles covered with oil paper, cardboard; 18 SWG; 16 SWG. Wire, galvanized carbon, alloy steel; 5/32" and 3/16" dia., bright hard drawn low carbon industrial quality round steel wire; bronze welded 16 gauge. Tubing, mechanical/seamless, welded, steel, all grades (cold rolled strip steel mechanical tubing); half hard, medium hard, bright finish and hard, slit edge, temper; oil in and outsides, packed in bundles covered with oil paper, cardboard. Sheets, hot rolled, alloy steel, except stainless (bright cold finished round steel bars). Free cutting quality; free cutting case hardening ½", ⅜", 5/16", 11/32", 9/16", ⅝", 11/16", 1½", 1⅜" and ⅞" dia; sheets, hot rolled, alloy steel, except stainless (bright cold rolled steel sheet) British gauge: 10, 12, 13, 14, 16, 18, 20, 22. Special alloy steel. Carbon .32/38%; chromium 4.75/5.25%; mo. 1.20/1.40%; v. 40/.50%. Tubing, mechanical, seamless and welded, steel, all grades, cold drawn, seamless steel mechanical tubing. Oiled in and outside, packed in bundles covered with oil paper, cardboard. Pakistan Cycle Industries Cooperative Society Ltd., National House, 47 The Mall, Lahore. WTD 11/12/63.

M.S. channels; M.S. angles (equal); M.S. angles (unequal); M.S. tee; M.S. square billets; M.S. sheets; M.S. plates. Additional information giving description and specification of material desired is available on a loan basis from the BDSA, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202 WO 7-4674.) International Business Corp., 59 Dinga Singh Bldg., Beadon Rd., Lahore. WTD 9/18/63.

TURKEY—Stainless steel sheets, 2 mm. thick, 1 m. wide and 2 m. long; chrome content 13-17%. Baskurt Madeni Esya Fabrikasi Ltd.. Sti., (importer, manufacturer), Maltepe Caddesi No. 36, Topkapi, Istanbul. WTD 5/23/63.

■ Electrolytic tinplate U/A grade, soft commercial tempers, base weight 95/100 lb., sizes only 20" x 28", matte finish material, original untouched mill export packing, approx. $12,600, cif. Import license No. 002323/246985. Nikola Zaloni, Aslan Han 404, Galata, Istanbul.

■ Unassorted hot dipped tinplate, 1.25 coating, 18¾ x 28" 107 lb., 20 x 30"; hot dipped waste waste, assorted to size and base weight, 18 x 24" and larger, 80/107 lb.; electrolytic tinplate waste waste, assorted to size and base weight, 18" x 24 and larger, 80/107 lb.; electrolytic tinplate cobbles, not assorted to size or base weight, 10 x 10 and larger. 107 lb. and lighter, approx. $30,000, cif. IL No. 002313. Sulhi Ellialtiouglu, Tersane Caddesi Sirmali Sokak No. 8, Galata, Istanbul.

■ Unassorted electrolytic waste waste, 0.25 lb. coating, or better, soft temper, all bright material, sizes 18 x 24" and larger, in baseweight of 100/112 lb.; unassorted electrolytic tinplate waste waste, 0.25 lbs. or better, soft temper, all matte finish, sizes 18 x 24" and larger, in baseweights of 75/100 or 112 lb., and heavier, packed in multiple pkg. full paper lined, metal containers of approx. 2000 lb., $5,000, cif. IL No. 002304. Kolmaz Ticaret Evi-Hrant Canbeden, Fermeneciler Cad., No. 100 Galata, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date December 27. Subject to GSA Defense Materials Services procedure. SBC-478.

■ Unassorted hot dipped tinplate, 1.25 lb. coating, 18¾ x 28, 20 x 30, 100/107 lb.; electrolytic tinplate assorted to size and base weight, 80/107 lb., 18 x 24 and larger; same, but, 18¾ x 28, 20 x 30, 100/107 lb., approx. $5,000. Import license No. 2315. Bohor Roven Kandioti, Kantarcilar Kozluca han 7/B, Istanbul.

■ Unassorted hot dipped tinplate, 1.25 lb., 20 x 28, 100/90 lb.; same, 21 x 30, electrolytic; same, waste waste, 18 x 24 and larger, 80/107 lb.; electrolytic tinplate cobbles, not assorted to size and base weight, 10 x 10. All offers required in original mill export packing on cf and cif basis, approx. $5,000. IL No. 2319. Viktorya Rizas Baysunger Sok. 213/4, Kurtulus, Istanbul.

■ Electrolytic tinplate cobbles, not assorted to size or base weight, 107 lb. or lighter, 18 x 24 and larger, or; electrolytic tinplate waste waste assorted to size and base weight 80/107 lb., 18 x 24 and larger, or; coke tinplate, waste waste soft temper, all bright, assorted to size and guage, 20 x 28" and larger, 107 lb. and lighter; and/or, unassorted hot dipped tinplate 1.25 coating, size and base weight, 18¾ x 28, 20 x 30, 107 lb., approx. $10,000. IL#2317. Serattar Ithalat Ihracat, T.A.S., Galata, Okcu Musa Cad. 36-38, Serattar Hani Kat, Istanbul. Cable: SERATTAR, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date December 25. Subject to GSA Defense Materials Services procedure. SBC-470.

■ Electrolytic tinplate waste waste, assorted to size and base weight, 80/107, 18 x 24 and larger; or, electrolytic tin plate cobbles, same; and/or, electrolytic tinplate waste waste not assorted to size and base weight 107 and lighter, 10 x 10 and larger, approx. $10,400 cif. Import license No. 002310. Giacomo Behar ve Biraderleri-Ticaret Limited Sirketi Tahtakale Credit, Han 36, Istanbul.

■ Hot dipped waste waste tinplate, 20 x 28 inches and larger, 95/107 lb. BW. fully assorted to size and base weight; electrolytic waste waste tinplate, 18 x 24 and larger, 107 lb. BW and lighter, in original mill metal containers, approx. $6,300. IL No. 002307. A. Ucer and Co., Ko.; Sti. Findikli Han 55 A, Findikli, Istanbul.

Both the above are for loan No. 277-H-043. U.S. source. Quotation date December 25. Subject to GSA Defense Materials Services procedure. SBC-470.

■ Unassorted hot dipped tinplate, 1.25 lb. coating, 18¾ x 28, 20 x 28, 107 lb.; and/or electrolytic tinplate cobbles, not assorted to size or base weight, 18 x 24 and larger, 80/107 lb., approx. $10,000. All offers required in original mill export packing, cif. IL No. 2324. Lemi Ismen, Galata Kureksiler, Topuz Han 8/5, Istanbul.

■ Coke tinplate, standard U/A, 1.25 lb. tin coating, 107 lb. base weight, 70% size 18¾" x 28", 30% size 20" x 30"; or coke tinplate waste waste, tin coating 1.25 lb., 18¾" x 28" and larger, soft temper, assorted to one size and gauge per skid, base weights 100-107 lb., without holes and spots, approx. $10,000. IL No. 35/086287. Samim Tabak, Sehit Fethi Bey Cdd. 6, Izmir.

Both the above for loan No. 277-H-043. U.S. source. Quotation deadline December 25. Subject to GSA Defense Materials Service procedure. SBC-471.

■ Electrolytic tinplate cobbles, not assorted, 18 x 24 and larger, base weight 107 and lighter; hot dipped tinplate waste waste, assorted, 18 x 24 and larger, base weight 107 and lighter, approx. $15,000. IL No. 560/092063.

■ Electrolytic tinplate cobbles, not assorted, 18 x 24 and larger, base weight 107 and lighter; hot dipped tinplate waste waste, assorted, 18 x 24 and larger, base weight 107 and lighter, approx. $15,000. IL No. 561/092064.

Both the above for loan No. 277-H-043. U.S. source. Quotation deadline December 25. Ibrahim Ozseckin, 901 Sokak No. 27, Izmir. Cable: SECKIN, Izmir. Subject to GSA Defense Materials Service procedure. SBC-471.

■ Hot dipped tinplate waste waste, original mill packed, 18 x 24 and larger, 107 lb. and lighter; or electrolytic tinplate waste waste, original mill packed, 18 x 24 and larger, 107 lb. and lighter, approx. $5,400. IL No. 2311. Atlas Ticaret Kollektif Sirketi, Avram Baruh ve Ortagi, Galata, Veli Alemdar Han, Kat 4, No. 6/6, Istanbul.

■ Electrolytic tinplate cobbles, not assorted, 18 x 24 and larger, base weight 107 and lighter; hot dipped tinplate waste waste, assorted, 18 x 24 and larger, base weight 107 and lighter, approx. $20,000. IL No. 562/092065. Ismail Ozseckin, 901 Sokak No. 27, Izmir. Cable: SECKIN, Izmir.

■ Electrolytic tinplate cobbles, 0.25 coating, bright finish, 18 x 24 and larger, 107 lb. and lighter, unassorted in original mill packing, required per m.t. c&f or cif Istanbul. Approx. $10,000. IL No. 002325. Bahar Kollektif Sirketi, Yako Bahar ve Oglu Binyamin Bahar, Nalburlar Cad. 357/1, Istanbul.

All the above for loan No. 277-H-043. U.S. source. Quotation deadline December 25. Subject to GSA Defense Materials Service procedure. SBC-471.

■ Coke and/or electrolytic tinplate waste waste, original mill packed, 18 x 24 and larger, 107 lb. and lighter, approx. $5,600. IL No. 2306.

■ Coke and/or electrolytic tinplate waste waste, original mill packed, 18 x 24 and larger, 107 lb. and lighter, approx. $5,600. IL No. 2303.

Both the above for loan No. 277-H-043. U.S. source. Quotation deadline December 25. Atlas Ticaret Kollektif Sirketi Avram Baruh ve Ortagi, Galata, Veli Alemdar Han, Kat 4, No. 6/3, Istanbul. Subject to GSA Defense Materials Service procedure. SBC-471.

■ Electrolytic tinplate waste waste. assorted to one size and one gauge per skid, bright material or matte spotted on one side or both sides, soft temper, 0.25 coating, 20" x 28" and larger, base weights 80/107 lb., in completely metal wrapped containers for export, approx. $5,000. IL No. 30. Ibrahim Hilmi Menemenlioglu, 871 Sokak No. 113, Izmir.

■ Electrolytic tinplate waste waste, assorted to one size and one gauge per skid, all bright material, soft temper, 0.25 coating, 20" x 28" and larger, base weight 90/107 lb., approx. $5,000. IL No. 34. Dalyan Kollektif Sirketi, M. Zekai Dalyan ve Ogullari Izmir Subesi, 861 Sokak No. 66, Izmir.

Both the above for loan No. 277-H-043. U.S. origin. Quotation deadline December 25. Subject to GSA Defense Materials Service procedure. SBC-474.

■ **TURKEY**—Coke tinplate, U/A, base weight 107 lb., 70% size 18⅝" x 28", 30% size 20" x 30". Approx. $6,000. IL No. 002368. PA No. 277-660-901-356-3226. Limited world wide (901). Quotation deadline December 25. Zaharya Lagari, Hamidiye Cad. Nafiz bey Han Kat 1/12, Sirkeci, Istanbul. Subject to GSA Defense Materials Service procedure. SBC-484.

● **VIETNAM**—Steel shapes, plates, various sizes, quantities, approx. 56,792 kgs. Tender No. 1040-08113, bid deadline December 27. Central Purchasing Authority, 140 Hong Thap Tu, Saigon. Specifications available in French only.★ (Telephone: 202-WO 7-2363).

333 Primary Smelting of Aluminum

■ **GREECE**—Aluminium in slabs, billets, ingots, reroll stock, 300 m.t. Bid deadline December 28. Loan No. 240-H-028. U.S. source. Viohalco, Industrie Hellenique du Cuivre et de l'Aluminium, S.A. Cable: VIOHALCO, Athens. SBC-480.

● **INDIA**—Pig lead, grade PB 99.8, quantity required 247 m.t. Bid deadline January 9, tender No. P/SR-5/19695-N/22700-N/1. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Tender documents available from: India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C., upon payment of $2.00.

■ **TURKEY**—Aluminum ingots, min. 99.5% purity. Loan No. 277-H-043. IL No. 2390. U.S. source. Approx. $18,000. Quotation deadline December 25. Perfektup Sanayi Ltd., Sti., Eski Sarap Iskelesi Sok. Kuto Han, Galata, Istanbul. Cable: ALUTUP.

■ **TURKEY**—Aluminum ingots, 99.5% purity, each ingot should weigh between 10 and 16 kgs., approx. $5,000. Import license No. 002329. Loan No. 277-H-043. U.S. source. Quotation date December 27. Umit Kollektif Sirketi, Tahsin Tamer, Munir Alaca, Sitki Suel, Mahmutpasa, Buyuk Yildiz Han, No. 11-14, Istanbul. SBC-478.

■ Electrolytic zinc, 99-99.5% purity, approx. $30,000. IL No. 002352. Aksan Sanayi Ltd., Sirketi, Galata, Bankalar Caddesi, Yanikkapi Sokak, No. 1-3-5, Istanbul. Cable: PIRAKSAN, Istanbul. Loan No. 277-H-043. U.S. source. Quotation date December 27. SBC-478.

335 Rolling, Drawing, Extruding of Nonferrous Metals

ECUADOR—Alcan WG M575-3/4H aluminum alloy in coils of approx. 180 kilos each. 1.4 mm. x 140 mm. Quote prices cif Guayaquil; requests replies in Spanish. Comercial Intaca, S.A., P.O. Box 3619, Guayaquil. WTD 8/26/63.

Aluminum hoops, normal finish, cold-rolled. Measurements: 0.5 mm. x 71 mm. Quote prices cif Guayaquil; requests replies in Spanish. Comercial Intaco, S.A., (importer, wholesaler, retailer, manufacturer), P.O.Box 3619, Guayaquil. WTD 8/26/63.

■ **PAKISTAN**—L.T. Cable, Plitdsta, 3½ core, 1100 volts, various sizes, 4000 yd. Loan No. 391-H-066. U.S. source. Tender No. VA-3/L-066/68240/4/63. Bid deadline December 23. Government of Pakistan, Dept. of Investment Promotion & Supplies, V&A Directorate, Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 56th St., New York, N.Y., attn: Mrs. Caparelli. SBC-474.

Nickel, copper, lead, zinc, cadmium. Pakistan Cycle Industrial Cooperative Society Ltd., National House, 47 The Mall, Lahore. WTD 11/12/63.

TURKEY—Nickel-plated steel strap for deep drawing purposes to make suitcase locks. Sample requested. Stilianos Cami, (manufacturer, importer), Rum Kilisesi Sokak 12/1, Sisli, Istanbul.

336 Nonferrous Foundries

HONG KONG—Cast nickel, nickel alloy fittings; requests replies from manufacturers only, preferably from West Coast. Imperial Chemical Industries (China) Ltd., Union, 17th fl., Hong Kong. P.O. Box 107.

340 Fabricated Metal Products

★★AUSTRIA—Trade Mission

Importer/distributor seeks lines of nonelectric hardgoods for home use. Gero Artmer, Import Werksvertretungen, Schulerstrasse 7, Wien I. I.R. 278.

■ **THAILAND**—Pole line hardware: clamps, parallel groove; sleeves, connection and splicing, connectors, Blackburn and Burndy catalog numbers, or equivalents. Large quantities. Invitation No. PDC-MEA-170. Loan No. 19. U.S. source. Bid deadline December 30. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. PDC-MEA-170. Single copies of complete invitation to bid are available from the Office of the Economic & Financial Counselor, Embassy of Thailand, 2490 Tracy Place, N.W., Washington, D.C. SBC-479.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—2 & 3 ton industrial swivel casters. Holmac Pty. Ltd., (wholesaler), 22-24 Thurlow St., Newmarket, Brisbane, Queensland. WTD 7/23/63.

★★AUSTRIA—Trade Mission

Distributor of building materials and supplies interested in importing from or representing manufacturers of power hand tools and newly developed building and construction supplies and equipment. Erich Griessler, Praterstrasse 13, Vienna II. I.R. 381.

Agent desires to represent producers of household utensils. Ernst Rado Handelsagentur Generalvertretungen, Klopsteinplatz 3, Vienna III. I.R. 261.

● **BURMA**—Assorted thread dies: various sizes, thread types; triangular taper files; one circular ripping saw 84". Tender No. GH/3/G-II-D (63-64), bid deadline December 31.

● Roofing nails, washer head, galvanized, 2½" x 6 S.W.G. 2 tons, roofing washers, G.I., diamond-shape curved, 5/16", 13 cwts, roofing bolts and nuts, G.I., ¼" x ½", 1000 gross, roofing bolts and nuts, G.I. 3/16" x ½", 1000 gross. Tender No. CS/7/G.1 (63-64), bid deadline December 30.

● Scrapers: bearing, erector, tubular; assorted sizes, shapes, lengths. Approx. 8000 scrapers required. Tender No. GH/84/G-II (63-64), bid deadline December 31.

● Dies, adjustable, Little Giant type: Whitworth standard tungsten, 3000; B.S.F. standard tungsten, 3000; all in assorted sizes. Tender No. GH/100/GII/63-64, bid deadline January 6.

● Bits: brace, Cobra or Swiss, 14,000; center, 10,000; brace, cast steel black, 10,000; countersink, rose head, 9,000; auger, Jenning pattern, 3,000; all in assorted sizes. Tender No. GH/93/GII/63-64, bid deadline January 2.

● Die cap guides or collets, 1000 sets of assorted sizes, die, square, solid bolt, tungsten steel, Whitworth standard, 1000 sets of assorted sizes; die collets, 4000 sets assorted sizes and thread types. Tender No. GH/101/GII/63-64, bid deadline January 6.

● Bits: auger, Scotch pattern, 6,000; solid center, 4,680; bright wagon, 1500; expansive, 1500; screwdriver, 4000; all in assorted sizes. Tender No. GH/94/GII/63-64, bid deadline January 2.

● Tap wrenches: U.S. pattern, adjustable, 2000; bar type, adjustable, 5000; double, B.S.W. & B.S.F., 1000; die, circular, carbon steel, B.S.W., split type, 1200; die, circular, carbon steel, B.S.W. split type, 1800; all above in assorted sizes. Tender No. GH/96/GII/63-64, bid deadline January 2.

● Electric, portable saws, 100, various types, sizes from 6" to 10". Tender No. GH/88/GII/63-64, bid deadline January 2.

● Die nuts solid, hexagon: B.S.W., 3000; B.S.P., 3,000; British Association No. 0, 3,000; all in assorted sizes. Tender No. GH/99/GII/63-64, bid deadline January 6.

● **BURMA**—Binding wire, black, 1/16" 20 cwts. Tender No. GH/24/GIID/63-64, bid deadline January 6.

● Die, for coventry die head, H.S.S. ground thread, B.S.P., 1000 sets assorted sizes; stock and dies, angular pattern: B.S.W., 300 sets assorted sizes; B.S.F., 300 sets assorted sizes, taper, bottoming tap, tap wrenches in solid hardwood case, 200 sets assorted sizes; tap wrenches, double, B.S.P., 200 sets assorted sizes; stock and dies, chaser ratchet type, B.S.P., 50 sets assorted sizes. Tender No. GH/102/GII/63-64, bid deadline, January 6.

Both above for: The Chairman, Civil Stores Committee, (1), St. John's Rd., Rangoon.★ (Telephone. 202-WO 7-5589).

DENMARK—Hand tools for glaziers, particularly for automobile windows; replies requested from manufacturers only; direct purchase and agency. Ålholm Kitfabrik A/S, (importer, retailer, manufacturer, agent), Valhojs Alle 152, Vanlose. WTD 8/7/62.

FRANCE—Tools for plumbers; requests replies in French. Direct purchase and agency. Ferronnerie Rondel, (manufacturer), 144-146 Boulevard de la Villette, Paris 19e.

GERMANY—Window and door hardware, door locks; wholesaler requests offers from U.S. manufacturers only with price quotations fob Hamburg; direct purchase or agency; requests replies in German. ORBA Gesellschaft fuer Baubedarf mbH, 42 Schwerinstrasse, 5 Koeln-Nippes. WTD 10/31/63.

NIGERIA—Builders' hardware: cabinet locks, door locks, padlocks. A. O. Johnson & Co., (importer, wholesaler, exporter), 4 Taiwo St., Lagos. WTD 11/20/63.

SOUTH AFRICA—Fence wire strainers for straining wire to a post. An illustration of type equipment desired is available on a loan basis from BDSA, Rm. 4203, Department of Commerce, Washington, D.C., 20230. (Telephone: 202 WO 7-4674). Brock, Tuchten, (Pty.), Ltd., (importing distributor), P.O. Box 3281, Cape Town.

VENEZUELA—Hardware for builders. Requests replies in Spanish. Constructora Grifalca, C.A., Aptdo del Este 10442, Caracas, Avenida Francisco de Miranda, Edificio Easo, Piso 11, Oficina "A", Caracas. WTD 10/29/63.

343 Heating Apparatus, Plumbing Fixtures

★★AUSTRIA—Trade Mission

Importer of appliances and hardware seeks distributorship for do-it-yourself items, especially tools. Fa. Holter & Co., Werksvertretungen, Obere Donaustrasse 79, Vienna II. WTD 3/19/63. I.R. 271.

NETHERLANDS—Natural gas equipment and/or appliances for industrial, home use. Direct purchase and exclusive agency. Fa. van Steyn, (wholesaler, retailer), 193 Spijkerstraat, Arnhem.

344 Fabricated Structural Metal Products

★★AUSTRIA—Trade Mission

Importer/wholesaler/retailer seeks lines of individual, central air conditioning units, refrigerators, water coolers, oil fired burners. Dipl. Ing. Johann Klein, Lichtenfelsgasse 7, Vienna I. I.R. 344.

Manufacturer/distributor wants agencies in Austria for adjustable chrome baby cribs, auto-top ski racks, outdoor aluminum furniture. Wilhelm Zultner & Co., Kastellefeldgasse 39, Graz, Styria. I.R. 390.

Manufacturer of furniture, prefabricated houses and wood products seeks to expand sales through import of related lines of wood or steel products. Particularly interested in steel storage fixtures and shelving for warehouses. Holzwerke Schleussner, Braeunerstrasse 3, Vienna I. I.R. 318.

IRAN—Plans place bid with primary contractor, when named, to supply all structural steel for the Bandar Abbas port development project. Wishes price quotations cif Khorramshahr, Bandar Abbas, Bandar Shahpur. Mr. Sayed Hassan Ghazi-Hossaini, (importer, clearing and forwarding agent), Khorramshahr. WTD 11/18/63.

NIGERIA—Miscellaneous metal building products, mainly reinforcing iron bars of British standard specification 785. A. O. Johnson & Co., (building contractor, wholesaler), 4 Taiwo St., Lagos. WTD 11/20/63.

■ **TURKEY**—Special steel section for window frames, height of sections 34 and 44 mm., $15,000 each. Suppliers should send catalogs showing special sections in order to obtain final specifications. Import license No. 492. Loan No. 277-H-043. U.S. source. Quotation date December 27. Profilo Demir Fabrikasi Adi Kom., Sirketi Jak Kamhi ve Ortaklari, 2 nci Tasocagi Sokak, 26/28, Mecidiyekoy, Istanbul. Cable: PROFILODE. SBC-478.

348 Fabricated Wire Products

● **BURMA**—Chain, short link, 28 tons, from ⅜" dia. to ⅝" dia.; connecting link, 3150 pieces for chain size ⅜" to ⅝" dia.; 1,000 rft. m.s. chain link ¼"; 500 rft. m.s. chain link ⅜". Tender No. GH/11/G-II-D (63-64), bid deadline December 26. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Wire rope, 100 ton lifting strength. Direct purchase and agency. Yu-Slim & Co., Ltd., Plaza Cinema, Queens Rd., P.O. 266, Lahore. WTD 7/21/61.

Wire, strand, iron, steel, including guard rail cable (bright hard drawn high carbon steel, spring wire), 8 SWG, 80/90 T.T.; 16 SWG, 110/120 T.T.; 30 SWG, heat treated. Pakistan Cycle Industrial Cooperative Society Ltd., National House, 47 The Mall, Lahore. WTD 11/12/63.

349 Fabricated Metal Products

■ **PAKISTAN**—Service tees, couplings, special fittings, Mueller, with alternatives, various S Nos., descriptions, quantities, 9 items. S/A No. 335177. Bid deadline December 24. Karachi Gas Co., Ltd., Variawa Bldg., McLeod Rd., Karachi. Loan No. 391-H-066. U.S. source. SBC-480.★

350 Machinery, Except Electrical

★★AUSTRIA—Trade Mission

Manufacturer/distributor wishes to represent manufacturers of production, chemical equipment. Might be willing to import on own account where practical. Ing. Fraenkel & Kirchner, Franz Josefs Kai 21, Vienna I. I.R. 243.

351 Engines, Turbines

★★AUSTRIA—Trade Mission

Distributor seeks to import on own account outboard, inboard motors, particularly 4 cycle, from 5 to 100 hp.; also related equipment for sports boats. Dr. Edwin Halmschlag, Fichtegasse 2, Vienna I. I.R. 334.

■ **TURKEY**—Radiator cooled diesel engine with power take-off; automotive type diesel engine fan to flywheel; marine diesel engine equipped with hydraulic marine gear; 2 or 4 cycle, 8 cylinder engine; 2 or 4 cycle, 6 cylinder engine. Approx. $28,200. Loan No. 277-H-043. U.S. source. IL No. 150371. Quotation deadline January 2. Targan Ticaret Ltd. Sirketi, Buyukdere Caddesi No. 23, Sisli, Istanbul. SBC-484.★

■ Air cooled, 4 cycle, gasoline engine, 2 and 4 cylinders; equipped with kerosene burning equipment; 1600/3200 rpm, 10.0-18.0 hp, 2-cylinder; 1400/2400 rpm, 13.0-21.5 and 15.0-25.0 hp, 4-cylinder. Air cooled, 4 cycle, gasoline engine, single cylinder, equipped with kerosene burning equipment; 1600/3600 rpm, 2.5-6.0 and 3.5-7.0 hp; 1600/3200 rpm, 4.7-9.2 and 7.7-12.5 hp; with and without clutch. Loan No. 277-H-043. U.S. source. Quotation deadline January 2. IL No. 150829, 150941, 150580, 150554, 150543, 150574. Approx. $6,000. Rustu Sahin, Rizapasa Caddesi Akhan No. 205, Istanbul. SBC-484.★

■ Diesel engine, General Motors model 2031 or equal, with accessories, spare parts. Loan No. 277-H-043. U.S. source. IL No. 54. Bid deadline January 6. Karayollari Genel Mudurlugu (General Directorate of Highways), Malzeme Subesi Mudurlugu, Yenisehir, Ankara. Specifications may be obtained from the Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., N.W., Washington, D.C. SBC-484.

352 Farm Machinery

NIGERIA—Three 17,000-chick incubators, fully tropicalized. One truck for transport of baby chicks. Quote prices in sterling cif Lagos/Apapa. Permanent Secretary, Ministry of Agriculture & Natural Resources, (Attn: E.S.O. I) Benin City, Mid-Western Nigeria.

■ **SOMALIA**—Track-type agricultural tractors; equipment for each tractor; irrigation equipment. Announcement No. AFE/CDF. Bid deadline December 31.

■ Wheel-type agricultural tractors; track-type agricultural tractors; both with tools, spares. Announcement AFE/CDF-3. Bid deadline December 26.

■ Marine engine, Kelvin diesel model K4 or equal, 88 hp at 750 rpm, with reverse/reduction gear; shafting, exhaust connections, water connections, fuel equipment, other equipment for same. Bid deadline December 23.

All the above for loan No. 35. U.S. source. Credito Somalo, P.O. Box 330, Mogadiscio. SBC-477.★

353 Construction Equipment

★★AUSTRIA—Trade Mission

Firm specializing in cement, concrete, stone working and construction equipment seeks related items and processes to sell in Austria, Switzerland, Germany and Italy. Will import on own account where practical. Denes & Kovacs, Praterstrasse 66, Vienna II. I.R. 252.

Firm of engineers seeks to represent manufacturers of pneumatic and hydraulic equipment and small solenoid. Dipl. Ing. Dr. Techn. Heinz Zoebl, Hauptstrasse 136, Vienna III. WTD 7/29/63. I.R. 241.

Firm seeks to import for Austrian distribution agricultural maintenance equipment and supplies. Carl Vanicek Chem. Techn. Konsulent, Josefstaedterstrasse 34, Vienna VIII. I.R. 297.

Distributor of construction machinery seeks agency for specialized equipment for construction industry, automatic concrete mixers, electric power tools for inserting bolts and other devices to fasten structural units. Eisen Merkur Ges.m.b.H., Nikolsdorfergasse 31, Vienna V. I.R. 308.

● **BURMA**—Pneumatic rock drills: 50 dry type; 50 wet type. Tender No. GH/89/G11/63-64, bid deadline December 26. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-4317).

● **CEYLON**—Two fork lift trucks, bid deadline January 21. Office of the Conservation of Forests, P.O. Box 509, Colombo 2.★ (Telephone: 202-WO 7-5589).

FRANCE—Cranes, shovels, hoists; requests replies in French. Direct purchase and agency. Societe Stéphanoise de Constructions Mecaniques, (manufacturer), 11 Quai de la Pecherie, Lyon (Rhone).

● **GREECE**—Two mobile mounted cranes, 20 ton capacity, diesel engine power in carrier and in crane cab. Bid deadline January 9.

● Three mobile mounted cranes with coal handling clamshell buckets, diesel engine power. Bid deadline January 16.

Both above for: Piraeus Port Authority (OLP), Technical Service, Equipment Management, Mechanical Engineering Dept., Piraeus.★ (Telephone: 202-WO 7-5566).

● **INDIA**—One tractor-dozer, tracklaying type, 385-440 hp; 3 tractor-dozers, tracklaying type, 150-165 hp; include spare parts up to 15% value of tractor-dozers. Tender S/Project/3168-P/3169-P/11, bid deadline December 31. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi.

● One diesel engine crawler tractor, 210 to 240 h.p., tender No. S/Project/3185-P/1; bid deadline December 31. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi.

● Crushers, cone or spherical head gyratory type, for secondary crushing of quartizite, dirite or dolomite rocks; tender No. 457/Beas/PR/51201, 51202 & 51203; bid deadline January 8. Superintending Engineer, Procurement Circle, P.O. Talwara Township, Distt. Hoshiarpur.

● One core drill with 2" dia. tungsten carbide drill bit, 12" core tube, adapter suitable for taking out concrete cores; one doz. extra drill bits 2" dia.

● One diamond saw 10" dia. motor driven by ⅓ H.P.A.C. 220 volts supply model 11-1175 AB HIPAE 2 suitable for cutting samples up to 4"; 12 spare diamond cutting blades 10" dia.; tender No. FE 6; bid deadline December 30. Chief Engineer (Civil), Assam State Electricity Board, Shillong.

Copies of all above tenders are available from: India Supply Mission, 2536 Massachusetts Ave. N.W., Washington, D.C., 20008.

■ **INDIA**—Air operated car passers, 8 each; air tugger winches, 2-ton and 5-ton capacity, 6 each. Ref. No. D/ENQ/825. Bid deadline December 27. Tender No. S/Project/3125/3155-P/I. Tender fee, not refundable, $2.10 each.

■ Crawler tractors, 380-430 BHP, suitable for use as bulldozer, pusher and ripper, 12 each. Ref. No. D/ENQ/822. Bid deadline December 23. Tender No. S/Project/3155-P/I/Crawler Tractor. Tender fee, not refundable, $2.10 each.

■ Smooth drum vibratory roller, 8-10 tons; mucking machines, 3. Ref. No. D/ENQ/821. Bid deadline December 23. Tender No. S/Project/3125/3155-P/I. Tender fee, not refundable, $2.10 each.

All the above for loan No. 386-H-082. U.S. source. Director General of Supplies & Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from: India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C., 20008. SBC-477.

■ Crawler tractors, 213-235 hp, 3 each. Loan No. 386-H-044 (DLF Loan 190). U.S. source. Bid deadline December 23. Tender No. S/Project/3173-P/I. Tender fee, not refundable, $2.10 each. Ref. No. D/ENQ/823. Director General of Supplies & Disposals, N.I. Bldg. Parliament St., New Delhi. Specifications and conditions may be obtained from: India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C., 20008. SBC-477.

MALAYSIA—Equipment for quartz crushing and grinding plant. Behn, Meyer & Co., (M) Ltd., (importer), P.O. Box 1032, 3rd Mile Ipoh Rd., Kuala Lumpur.

MOROCCO—Land leveling, clearing equipment. Requests correspondence in French. Direct purchase and agency. Diamaroc, (importer), 7, Rond-Point Francis Busset, Casablanca.

PAKISTAN—Vibrators for industrial road building. Yu-Slim & Co., Ltd., Plaza Cinema, Queens Rd., P.O. 266, Lahore.

Tractors 5-50 H.P.; bulldozers, medium size; road-rollers, three wheeled non-pneumatic; concrete mixers; vibrators. Mirza Lal Khan & Co., (importing distributor, commission merchant), 64/15 Edwards Rd., Rawalpindi. WTD 11/19/63.

■ Road rollers, 2/3 tons, complete with spare parts, 2 each. Tender No. VA-3/L-066/68282/4/63. Loan No. 391-H-066 (AID Loan No. 46). U.S. source. Bid deadline December 30. Government of Pakistan, Dept. of Investment Promotion & Supplies, Karachi. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N. Y., attn: Mrs. Caparelli. SBC-479.

● **TURKEY**—Drilling equipment including reaming shell, core tube, couplings, sediment tube; tender No. 63-11T-70; bid deadline January 5.

● Casing tubes including flush coupled casing tubes, socket between casing tube and hoisting swivel, drive shoes for casing tubes; tender No. 63-IIT-72, bid deadline January 6.

Both above for: DSI Genel Mudurlugu, Makina ve Ikmal, Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-4319).

■ Earth drilling, soil sampling equipment: lightweight motorized hoist portable aluminum derrick for soil sampling, with accessories, spare parts; diamond core drills, all parts, accessories; core drills, parts, accessories. IL No. 81. Spare parts for Caterpillar engines, 225 items. IL No. 8340. Loan No. 277-H-043. Bids are being solicited on a world wide basis. If selected offer is from the U.S., it is expected that the purchase will be financed under the loan cited. Bid deadline January 6. Karayollari Genel Mudurlugu (General Directorate of Highways), Malzeme Subesi Mudurlugu, Yenisehir, Ankara. Detailed specifications may be obtained from the Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., N.W., Washington, D.C. SBC-484.

■ Wheel ditchers, 2, for use in digging trapezoidal trenches; complete with standard equipment, accessories. IL No. 78. Adjudication No. AID 63-11T-84. Drill rods, various descriptions, 150 each; flush joint casings, 400; heavy drive casing with flush joint, 100 lengths; drive shoes, 20; drive heads, 15; drive collars, 40; drive pipe, various sizes, descriptions, 3000 ft. IL No. 43. Adjudication No. AID 63-11T-77. Both for Loan No. 277-H-043. U.S. source. DSI Genel Mudurlugu, Makina ve Ikmal, Dairesi Baskaniligi, Ankara. Cable: DSI, Ankara. Bid dealine January 6. Detailed specifications may be obtained from the Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., N.W., Washington, D.C. SBC-484.

354 Metalworking Machinery

★★AUSTRIA—Trade Mission

Engineer wishes to represent firms producing highly technical machine tools or automatic equipment. Willing to come to us for special training. Dr. M. Kunz & Co., Handelsagentur, Kaerntnerring 6, Vienna I. I.R. 269.

Firm seeks distributorship for automatic machine tools, particularly for technical machinery manufacturing industry. Friedrich Schindler & Co., Ges.m.b.H., Karolinengasse 3, Vienna IV. I.R. 257.

● **BURMA**—Variety of twist drills: straight, tapered, ratchet brace, parallel shank types; tender Nos. GH/92/GII/63-64 and GH/91/GII/63-64, bid deadline December 24. Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-5611).

FRANCE—Tungsten carbide tools. Direct purchase and agency. Societe Industrielle d'Electro-Metallurgie, 1 rue Villaret-de-Joyeuse, Paris 17e.

GERMANY—Small hand operated and electrically driven precision and cutting tools for the processing of steel, other metals; direct purchase and/or agency. Request price quotations fob New York. Gebr. Weyersberg KG., (importer, wholesaler), Postfach 920 or 29 Wilhelmstrasse, 565 Solingen-Ohligs. WTD 11/21/63.

Forging presses; direct purchase. Punching machines; direct purchase. Price quotations cif European ports. Rud. Schluckebier & Co. KG., (manufacturer), Postfach 444 or 20 Im Muehlenwert, 58 Hagen-Haspe. WTD 11/8/63.

ITALY—Drilling, grinding machines. Direct purchase and agency. Zeca (agent), Via Recrosio 7, Rivarolo Canavese (Turin Prov.).

Precision metalworking machine tools, hand tools, equipment, accessories; special materials for the mechanical and electromechanical industries; importer, manufacturers' agent. Direct purchase and agency. SeF Meccanotecnica, 8 Via Giorgio Ercolani, Bologna. WTD 8/26/63.

Machine tools: lathes, planing machines, perforators. Direct purchase and exclusive agency. Ital Rudes S.r.l., (importer, exporter), Via Santa Margherita a Fonseca 19, Naples.

JAPAN—Automotive maintenance equipment, all types. Kyokuto Boeki Kaisha Ltd., (Far East Mercantile Co., Ltd.), (export, import), No. 696 Marunouchi Bldg., Marunouchi, Chiyoda-ku, Tokyo. WTD 6/6/63.

PAKISTAN—Files, drills, twist drills, faceplates, "V" blocks, cylinder gauges, micrometers straight edges, die sets. Mirza Lal Khan & Co., (importing distributor, commission merchant), 64/15 Edwards Rd., Rawalpindi. WTD 11/19/63.

Machine, metalworking, automatic, automotive tools: taps, cutters, drills, dies, twist drills, files. Pakistan Cycle Industrial Cooperative Society Ltd., (manufacturer), National House, 47 The Mall, Lahore. WTD 11/12/63.

SOUTH AFRICA—Machinery for the manufacture of steel wool. B. A. Selander & Co., (Pty.), Ltd., (importing distributor), P.O. Box 3380, Cape Town. WTD 12/18/62.

★★ SWITZERLAND—Trade Mission

Manufacturer of plastic containers seeks to enlarge product line by importing moulds for Nestal press, 250 grams, especially for household articles, cutlery, kitchenware, toys, gadgets, and packaging. Sarass SA, (Mr. Rass, Bois-Galard, Vesenaz-Geneva), Ave. de Rosemont 10, Geneva. I.R. 226.

■ **TURKEY**—Machine shop equipment: heavy duty lathes, 2; heavy duty wet hacksaw machines, 14; heavy duty floor drill presses, round-column type, 4. Loan No. 277-H-043. U.S. source. IL No. 84. Adjudication No. AID-63-11T-81. DSI Genel Mudurlugu, Makina ve Ikmal, Dairesi Baskaniligi, Ankara. Cable: DSI, Ankara. Quotation deadline January 6. Detailed specifications may be obtained from the Turkish Embassy, Board of Counselors for Economic Affairs, 2523 Massachusetts Ave., N.W., Washington, D.C. SBC-484.

355 Special Industry Machinery

AUSTRALIA—Drug machinery, paint-making machinery, pharmaceutical machinery, other special-industry machinery. Cottonseed oil mill machinery, equipment; fats and oil processing machinery. Coffee processing machinery, confectionery machinery and equipment; processed food machinery. Fruit, vegetable canning machinery; juice extractors; packing machinery; packing plant machinery; meat and poultry packing plant rendering machines. Beverage industries equipment; bottling machinery; filling-capping machines; bottle washers; distilling machinery, equipment; brewery machinery, equipment. Commercial power driven food mixers. Bakery dough mixers, flour-handling machinery. Dairy bottling machinery, homogenizers, all types industrial pasteurizers. Direct purchase and agency. Barry-Wehmiller (Australasia) Pty. Ltd., 147 Cecil St., South Melbourne, S.C.5, Victoria.

★★AUSTRIA—Trade Mission

Manufacturer of heating equipment seeks to represent in Europe and Near East manufacturers of advanced specialized technical equipment and apparatus. Schiff & Stern Ges.m.b.H., Untere Donaustrasse 41, Vienna II. I.R. 378.★

Wholesaler interested in agency for small machines for direct printing on metal, plastic, glass containers. Egon Altmann, Ghegagasse 29, Graz, Styria. I.R. 366.

BELGIUM—Machine to bake rolled sugared cones, ordinary ice cream cones; ice cream making machines, packaging machines especially designed for ice cream business. Biscuiterie MP (Prosper & Roger Dupon), (wholesaler, manufacturer), 105 Engelstraat, Ichtegem. WTD 11/19/63.

BRAZIL—A complete plant for grinding and bleaching wood pulp. Initial capacity 100 tons per day with possibility of expansion to 200 tons daily. Must include waste treating equipment for waste to be drained into river. Anaconda Industrial e Agrícola de Cereais S.A., (importer, manufacturer), Avenida Senador Queiroz 605, 7° andar, Sao Paulo.

ECUADOR—Milk pasteurization plant with bottling section; to include milk receiving equipment; recombination section; ice cream section utilizing present ice cream manufacturing equipment, with addition of aging mix tanks and a novelty freezer. Quotations cif Guayaquil to include weight, cubic displacement. Requests catalogs or other descriptive literature. Additional information is available on a loan basis from BDSA, Rm. 4203, Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-4674. Industria Ecuatoriana de Leches, S.A. ("Inedel"), P.O. Box 2843, Quito.

Tanks, dairy: mild steel exterior, stainless steel interiors; one each: 2,000 and 2,500 gals. for truck mounting locally; 1,500 and 2,000 gals., to mount on flat-bed trailer; 4,200 and 5,000 gals., trailer-type, complete with fifth wheel, axles, wheels, tires. Quotations cif Guayaquil, to include weight, cubic displacement. Requests catalogs or other descriptive literature. Additional information is available on a loan basis from the BDSA, Rm. 4203, Department of Commerce, Washington, D.C., 20230. Industria Ecuatoriana de Leches, S.A. ("Inedel"), P.O. Box 2843, Quito.

FRANCE—Canning machines, equipment for salsifies, artichokes, spinach; requests replies in French. Ets. Raphalen Freres & Cie., Ploneour-Lanvern (Finistere), France.

Washing machines for laboratory glassware; requests replies in French. Labor France, (manufacturer), 7 avenue de General de Gaulle, Rosny-sous-Bois (Seine). WTD 5/15/63.

Equipment for petroleum drilling, refinery. Direct purchase and agency. Societe d'Approvisionnement de Materiel Petrolier, (importer, dealer), 12 rue Jean Nicot, Paris 7e. WTD 10/23/63.

FRANCE—Plastic manufacturer selling to moulders and sheeting firms would represent producers of plastics moulding and processing equipment. Societe Nouvelle De Chimie Industrielle, St. Jeoire, (Hte Savoie), France. I.R. 200.

GERMANY—Measuring equipment, mixing apparatus, level gauges for use in grain mills, warehouses, concentrated fodder mills, malting plants, breweries, cellulose plants; direct purchase and/or agency. Price quotations cif German ports. Hima Hildener Muehlen- u. Apparatebau Ferdinand Mueller & Co., 36 Henkenheide, 401 Hilden/Rhld. WTD 11/15/63.

■ **GREECE**—Compact extruding machine for the production of plastic hoses. Loan No. 240-H-028. U.S. source. Quotation deadline December 22. Cif Piraeus. Aristovoulos G. Petzetakis S.A., Hellenic Plastics & Rubber Industry, Thessalonikis & Chandri Sts., Moschaton, Piraeus. Cable: PETZAR. SBC-469.

HONDURAS—Automatic printing and binding machine, new or used, for making school type composition books; requests replies in Spanish. Francisco Saybé, (manufacturer), Casa de la Música, 3a. Ave., Tegucigalpa, DC.

HONG KONG—Equipment for processing, reconstituting milk from condensed frozen milk or skimmed milk. Trappist Monastery, P.O. Box 5, Peng Chau, Hong Kong.

■ **INDIA**—Automatic exhaust machine for exhausting, gas filling auto lamps of stem types. Import license No. P/CG/2040102/R/DL/18/C/16/C.G.IV. Ref. No. 12(11)/63-AID-II. Loan No. 386-A-032. (AID Loan No. 157). U.S. source. Quotation date January 5, 1964. M/s. Glass & Miniature Bulb Industries, 84/22, Fazalgunj, Kanpur. Cable: MINIBULB, Kanpur. SBC-472.★

■ **ISRAEL**—Dicer, Urschel or equal, model F, stainless steel frame, standard machine for ⅜" cubes, motor drive less motor; slicing knives, F-170, 6 Nos.; cross cut knives, F-160, 48 Nos.; circular knives, F-150, 64 Nos.; cross cut knive retaining screws, F-63N, 30 Nos.; matched drive belts, F-97, one set. S/A No. 183/313.

■ Offset rotary press, Color King Web or equal, consisting of standard heavy duty precision jaw type folder, half fold with creel delivery; quarter fold with creel delivery; counter; perfecting (printing) units, 5; paper roll stands with core shafts, 4; 30 hp motor with variable speed drive; plate former; Baldwin water levelers #40, 2 Nos.; Baldwin press washers, 10; Baldwin flood control; extension delivery and table; Schrader Lub-air-ator; paper kicker; extra paper roll core shaft; extra ink roller core shafts; blankets mounted on the press, 8. S/A No. 183/310.

■ Heavy duty double planing machine, 8' x 6' x24'; plate bending rolls capable of bending plates up to 6'7" wide and 1¼" thick; dishing, flanging machine for dishing, flanging heads from 1'6" dia. up to 13' dia., thickness up to ⅞"; profile bending machine for angles up to 5½", double tees up to 8⅝", rectangular bars up to 4⅝" x 1$\frac{9}{16}$", pipes from 1¼" dia. up to 4"; shears for cutting curves from plates up to ½" thick; combined shears and brake-press machine for cutting, bending plates up to ½" thick, 10' wide; heavy duty engine lathe, 36" x 30', with one carriage, removable bridge, fuse plate suitable for turning up to 10' diameter; bending machine capable of bending pipes from 1½" dia. up to 10" dia. S/A No. 183/309.

All the above for loan No. 183. U.S. source. Bid deadline December 23. Government of Israel Supply Mission, 850 Third Ave., New York, N.Y., attn: Mr. N. Nisen. Tenders should bear reference to subauthorization number, fas U.S. port of exit. Delivery desired by March 1964. Prices should be itemized, with trade and cash discounts shown. Suppliers may devise their own forms for submitting tenders in duplicate to the buyer. Additional information, if required, is available from the buyer. SBC-477.

ITALY—Machinery for making paper products. Direct purchase and agency. Aprilia-Sipec (manufacturer), 140 Viale Europa, Roma-Eur.

JAPAN—Packaging machinery for food, medicine, solid products. Direct purchase and agency. Maruka Machinery Co., Ltd., (export, import), P.O. Box Higashi—350, No. 41, Bungo-machi, Higashi-ku, Osaka. WTD 6/26/63.

Complete sets of highly mechanized paint filling machines (can feeding-paint weighing & filling-can closing-pallet moving-labeling-case packing). (Viscosity of paints: 4-20/25°C; specific gravity: 0.9-1.9/25°C). Required production capacity: 5-gallon cans-200 ph.; 5-litre cans-300 ph.; 2-litre cans-600 ph.; 1-litre cans-600 ph.; 0.7-liter cans-600 ph.; 0.3 liter cans-600 ph. New Asia Trading Co., Ltd., (importer, exporter), 4th Floor, Onimahobin Bldg., 32 1-chome Utsubo-hon-machi, Nishi Ku, Osaka.

MOROCCO—Cotton-opener machines, cotton gins, linters, cotton baling machines. Requests replies in French. Etablissements Frendo, (importer), 96, Boulevard de Khouribga, Casablanca. WTD 9/25/63.

NETHERLANDS—Machinery for the food processing industry, to sell as part of an expanded sales program to fill out their own lines. Requests replies from manufacturers only. Direct purchase, exclusive agency. Schiedamsche Werktuigen en Machinefabriek, Zuivelwerktuigen en Koeltechniek N.V., 56 Zijlstraat, Schiedam. WTD 5/21/63.

PAKISTAN—Hosiery machines. Jasaco, 5 Scotch Corner, Upper Mall, Lahore. WTD 11/14/63.

■ **TURKEY**—Cement rotary kiln, sintering zone, high alumin, 80% refractory bricks, kiln inside dia. 3450 mm., length of sintering zone 15000 mm., height of brick, 180 mm., approx. $9,000. Import license No. 002272. Anadolu Cimentolari T.A.S., Kartal, Istanbul. Loan No. 277-H-043. U.S. source. Quotation date December 27. SBC-478.

356 General Industrial Machinery

★★AUSTRIA—Trade Mission

Wholesaler desires agency for packaging machinery, small laborsaving machines and devices for industrial manufacture, special packaging machines for pharmaceutical industry. Egon Altmann, Ghegagasse 29, Graz, Styria. I.R. 366.

GERMANY—Air ducts, dust separators for use in grain mills, warehouses, concentrated fodder mills, malting plants, breweries, cellulose plants; direct purchase and/or agency. Price quotations cif German ports. Hima Hildener Muehlen- u. Apparatebau Ferdinand Mueller & Co., 36 Henkenheide, 401 Hilden/Rhld. WTD 11/15/63.

ITALY—Winding machines used for electric cable, air-compressed piping. Direct purchase and agency. Zeca (agent), Via Recrosio 7, Rivarolo Canavese (Turin Prov.).

Glass hardening furnace; glass, crystal mass production machinery. Torino Tempera (Totem), (manufacturer), 5 Via Donizetti, Turin. WTD 11/18/63.

NETHERLANDS—High pressure pumps for industrial cleaning (40-300 atm); fittings, pistons, guns, nozzles. Requests replies from manufacturers only. Direct purchase and exclusive agency. Waterkracht Technische Handelsonderneming, 8 Clarionlaan, Santpoort. WTD 4/27/62.

PAKISTAN—Air compressors, 125-350 cfc. Direct purchase and agency. Yu-Slim & Co., (importing distributor, commission merchant), Plaza Cinema, Queens Rd., P.O. 266, Lahore. WTD 7/21/61.

357 Office, Computing Machines

★★AUSTRIA—Trade Mission

Firm seeks agencies for business machines and office equipment. Acts as wholesaler and retailer, maintains repair shop and offers service facilities. Austro Victor, Mahlerstrasse 3, Vienna I. WTD 7/27/62. I.R. 359.

Firm seeks agency for dry photo copying machines for Austria. Also desires agency for electronic invoicing machines and electronic calculating machines. Kontor Einrichtungsgesellschaft E. Braun & Co., Eschenbachgasse 9-11, Vienna I. WTD 5/7/63, I.R. 347.

Wholesaler seeks agency for business machines, coin counting machines, bank note counting machines, coin changing machines. Teubner & Co., Biberstrasse 26, Vienna I. WTD 7/26/54. I.R. 248.

BELGIUM—Electronic calculating (billings) machines with following characteristics: addition and subtraction: input capacity, 10 digits, product capacity, 12 digits; multiplication: 1st factor 5 digits, 2nd factor 7 digits, product 12 digits; positioning of decimal point; division: dividend 12 digits, divisor 6 digits, quotient 12 digits; capable of doing series of algebraic operations; product or quotient to be given in decimal system; capable of cumulating products in "memories" producing addition and subtraction; numerical data furnished by impulsions produced by typing on typewriter in specific position; required operations controlled in same way; capable of retransmitting products column by column. Minerve S.P.R.L., (constructor of electro-magnetic accounting machines), 70 ave. Chazal, Brussels. WTD 1/4/63.

FRANCE—Typewriters for office use, including electric, portable, standard types. French keyboard, new and rebuilt. Direct purchase and agency for central France. Requests replies in French. Albert Bouvier, (retailer, wholesaler), 48 Ave. de la Libération, Limoges, Haute-Vienne. WTD 11/19/63.

JAPAN—Electronic computors or grading machines for standardized examination papers. Noryoku Kaihatsu Kenkyujo Foundation, Nihon Shuzo Kaikan, No. 8, Tamura-cho 1-chome, Shiba, Minato-ku, Tokyo.

SWEDEN—Bathroom, household scales, low-priced; direct or agency. Scangothia Kommanditbolag, Olsson & Co., (agent), St. Badhusgatan 1C, Göteborg C.

★★ SWITZERLAND—Trade Mission

Wholesaler-retailer seeks agency for electronic office machines and equipment, also office procedure techniques and programs. Rene Faigle AG, Seminarstrasse 28, Zurich. I.R. 67.

358 Service Industry Machines

★★AUSTRIA—Trade Mission

Importer seeks lines of air conditioners. Otto Zwoboda, Johannesgasse 23, Vienna I. I.R. 395.★

Distributor for automobile spare parts desires agency for garage equipment. Atlas KG Ed. Muchitsch & Co., Maria Theresienstrasse 32/34, Vienna I. I.R. 274.

Firm seeks to supplement own production with exclusive agency of cooking and deep-freezing equipment for commercial use and use in farm households. I M E, Itzlinger Hauptstrasse 37, Salzburg. I.R. 391.★

Wholesaler seeks lines of heating and air conditioning for industrial commercial and private home use. Dr. Ing. Ewald Eichler, Favoritenstrasse 20, Vienna V. WTD 4/1/53. I.R. 335.

Importer/wholesaler wishes to represent manufacturers of electrical appliances and air conditioners, with room coolers and central units. Heinrich Seewann, Mariahilferstrasse 86, Vienna VII. WTD 10/25/63. I.R. 389.

Firm seeks agencies for Austria for institutional catering equipment and food store equipment, especially refrigerated cases. Rehoga, Heiligenstaedterstrasse 47, Vienna XIX. I.R. 245.

Firm specializing in design and installation of heating and air conditioning equipment seeks distributorship for heating, air conditioning and humidifying equipment in Austria. ETNA Werke Ing. Karl Wentzel, Lorenz Bayerplatz 4, Vienna XVII. WTD 4/12/55. I.R. 306.★

Firm interested in air conditioners, all household appliances. Lothar Cladrowa, Graf Starhemberggasse 4-6, Vienna IV. WTD 7/10/62. I.R. 400.

Wholesaler seeks distributorship for institutional catering equipment. Hans Engel, Handelsagentur, Alser Strasse 65, Vienna VIII. I.R. 285.

Distributor seeks to import on own account dehumidifiers, humidifiers, room air conditioners and instruments for measuring, recording and regulating humidity. Urban & Co., Schallergasse 6, Vienna XII. WTD 11/14/58. I.R. 331.

Wholesaler seeks agencies for heating and air conditioning units, especially combined units. Kirchbauer & Sohn, Linzer Strasse 157, Vienna XIV. I.R. 336.

Retailer seeks heating, air conditioning lines. Gefra, Radioges, Getreidemarkt 14, Vienna I. I.R. 324.

FRANCE—Air conditioners. Refrigerating window displays for foodstuff shops, supermarkets; also other refrigerating devices. Direct purchase and agency. Ets. Bontami, (manufacturer), 81 rue de France, Vincennes (Seine).

■ **GREECE**—Air conditioning equipment: room air conditioners, parts, open type refrigeration condensing units, from ¼ hp to 50 hp, semi-hermetic type, from ¼-15 hp, hermetic type refrigeration condensing units, from ¼ hp to 5 hp, various parts for refrigeration condensing units, refrigeration copper tubing, fittings, couplings, various hand tools. Approx. $100,000 fob factory value. Bid deadline December 31. Eteps Liacacos-Xourafas, S. A., Piraeus St., 10, Athens 101.

■ Self contained packaged air conditioners, each complete with semi-hermetic freon compressor cooling coil, water cooled condensers, fans, motors, cleanable filters, tow-row hot water heating coil. Units to be complete with all factory wired and assembled accessories, suitable for operation of 3/50/380 v. mains. Fan motors under 2 hp may be wired for 1/50/220 v. mains. All delivered without air plenum sections. 5 ton air conditioners, 2 pieces; 7½ tons, 2 pcs.; 10 tons, 4 pcs.; 15 tons, 2 pcs.; 20 tons, 4 pcs. Approx. $30,000, fas New York. Bid deadline December 30. A. Albertis-T. Dimopoulos, S. A., Valaoritou 9, Athens.

Both the above are for loan No. 240-H-028. U.S. source. SBC-480.

■ **INDIA**—Direct drive vertical, single stage air compressor with double acting, water-jacketed cylinders, 2 Nos., with equipment including 3-step capacity control; force-feed lubrication, crank case oil pressure failure relay; metallic packing for all stuffing boxes; water piping from valves at inlet to and including sight flow outlet funnels, wrenches, fittings, foundation and piping plans, instruction book, part list, two air-maze viscous impingement type filters for each unit. Loan No. 386-A-032 (DLF 157). U.S. source. Quotation deadline December 31. Import license No. 990285/DLF-157/HQ/61/CCI/CG.III. Ref. No. 41(500)/61-AID.II. Alembic Glass Industries, Ltd., Post: Chemical Industries, Baroda 3. SBC-469.

ITALY—Ice making machinery: capacity 1 to 10 tons of ice in flakes every 24 hours; requests replies from manufacturers only. Termotecnica Calor, (agent), Via Giovanni da Procida 11, Milan. WTD 5/3/62.

JAPAN—Air conditioning equipment for household, auto, industrial use. Kyokuto Boeki Kaisha Ltd., (Far East Mercantile Co., Ltd.), No. 696 Marunouchi Bldg., Marunouchi, Chiyoda-ku, Tokyo. WTD 6/6/63.

Merchandising machines for sale of meat, food products. Mr. S. Suzuki, Nisshin Chikusan Kogyo Co., Ltd., (processor, retailer), 10, 3-chome, Higashi Azabu, Minato-ku.

■ **NIGERIA**—Air conditioner unit, one-ton, Ref. No. EC2/Various 3744A; Hi-Fi two-speed tape recorder, Ampro or equal, Ref. E2/338 5001 Various; farm utensils, butchers' equipment, Ref. G6/Various 3744; agricultural equipment, Ref. EM1/Various 3744C; classroom equipment, office equipment, Ref. G3/Various 3744; scientific instruments, laboratory equipment, Ref. G5/Various 3744T. PIO/C No. 620-N-11-AJ-9-20258. Limited world wide (901). Bid deadline December 23. Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.1., England. C&f Lagos. Full specifications may be obtained from: Crown Agents Representative, 3100 Massachusetts Ave., NW., Washington, D.C., 20008. SBC-474.

SOUTH AFRICA—Vending machines. Direct purchase and agency; requests replies from manufacturers only. Katz Bros. Agencies (South Africa), (manufacturers' agent), P.O. Box 2573, Cape Town. WTD 12/15/61.

359 Machinery

■ **PAKISTAN**—Valves, cocks, various sizes, large quantities, Eclipse, Mueller, Crane, Crosby, 16 items with alternatives. Suppliers must send catalogs, with full description of valves/cocks offered with quotations. S/A No. 335178. Bid deadline December 31. Loan No. 391-H-066. U.S. source. Karachi Gas Co., Ltd., Variawa Bldg., McLeod Rd., Karachi. SBC-480.★

360 Electrical Machinery, Equipment

★★AUSTRIA—Trade Mission

Wholesaler seeks to represent manufacturers of automatic equipment, outboard motors, pneumatic tools, transistor ignition. Adolf Riedl, Tuerkenstrasse 25, Vienna IX. WTD 4/22/60, I.R. 345.

ITALY—Material, supplies for industrial electric installation. Direct purchase and agency. Zeca (agent), Via Recrosio 7, Rivarolo Canavese (Turin Prov.).

361 Electric Transmission, Distribution Equipment

● **GREECE**—Low voltage panel boards, 2,900; tender No. DMKD-324/bis; bid deadline December 28. Public Power Corp. (PPC), 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

■ **INDIA**—Linear power amplifier, TMC model PAL-350, excitation over frequency range 2 to 32 mc., power output 350 watts for side band transmission; linear power amplifier, TMC model PAL-1KA, excitation 2 to 32 mc., power output 1000 watt average;

general purpose exciters, 2, TMC model OPE, serial No. TB 2023(SSB259) for excitation of linear power amplifiers; electronic tubes, one complete set for use in the two power amplifiers and two exciter units. Requisition No. Phys. 185/R-136. Inquiry No. 619. Limited world wide (898). Quotation deadline December 23. Quotations should be forwarded to Mr. Robert E. Johnson, Purchasing Agent, Educational Services Inc., Kanpur Indo-American Program, 164 Main St., Watertown 72, Massachusetts. SBC-477.

ITALY—Measuring, controlling instruments for mechanical and electromechanical industries; importer, manufacturers' agent. Direct purchase and agency. SeF Meccanotecnica, 8 Via Giorgio Ercolani, Bologna. WTD 8/26/63.

■ **PAKISTAN**—Distribution line material consisting of tubular steel poles; bare aluminum, insulated copper conductor, accessories; porcelain insulators; lightning arresters, fuse cutouts, disconnecting switches; distribution transformers. Loan No. 391-H-015 (DLF Loan No. 79). World wide (899). Bid deadline January 2, 1964. Tender No. T-79-32. Deputy Chief Engineer, Transmission & Distribution, West Pakistan Water & Power Development Authority, 1 Goulding Rd., Lahore, W. Interested suppliers may obtain copies of tender documents from Miner and Miner International, Inc., P.O. Box 548, Greeley, Colorado. SBC-469.★

362 Electrical Industrial Apparatus

■ **INDIA**—Machines for the manufacture of electrical instruments, meters, switchgears, 19 items. Loan No. 386-A-032 (DLF 157). U.S. source. Ref. No. 4-(255)/62-AID.II. IL No. 978181/DLF-157/62/HQ/CG.IV. Quotation deadline December 23. National Supply & Distributing Agency, 11 Jay Mahal, 20/48 Lohar Chawl, Bombay 2. Cable quotations acceptable if followed with full details. SBC-469.★

■ Alnico generators with handle. 500 each. Loan No. 386-H-082. U.S. source. Bid deadline December 23. Tender No. S/188/AID. India Supply Mission, for Manager Telegraph Works, Calcutta. Specifications and conditions may be obtained from: India Supply Mission, 2536 Massachusetts Ave., N.W., Washington, D.C., 20008. SBC-474.

■ Copper clad carbon electrodes, ¼" dia., to be used for carbon arc gouging, approx. 35,000. Packing for expansion joints should be 1" square impregnated machine-braided flax packing for 8' dia. expansion joints, total 3,000 ft. Loan No. 386-A-046 (DLF Loan 197). U.S. source. Bid deadline December 23. Fas U.S. port. Contract between the Chicago Bridge & Iron Co. and the Indian Hume Pipe Co. for engineering, supervision, and technical assistance for the Sharavathi Hydro-Electric Project—Stage II. Interested suppliers should submit bids to Chicago Bridge & Iron Co., International Operations, 901 W. 22nd St., Oak Brook, Hinsdale P.O., Illinois. SBC-474.

JAPAN—Electric scale remover or dissolver for industrial use with high efficiency capacity. Electric mass flow meters. Okura Trading Co., Ltd., (import, export), 3, Ginza, Nishi 2-chome, Chuo-ku. WTD 11/29/62.

PAKISTAN—Generating sets, 400/440 volts, 50 cycle, A/C. Direct purchase and agency. Yu/Slim & Co., Ltd., Plaza Cinema, Queens Rd., P.O. 266, Lahore. WTD 7/21/61.

363 Household Appliances

★★AUSTRIA—Trade Mission

Firm with sales and service facilities interested in heavy duty floor polishers. Lothar Cladrowa, Graf Starhemberggasse 4-6, Vienna IV. WTD 7/10/62. I.R. 400.

Firm seeks exclusive agency for manufacturer of electrical household appliances, particularly for cooking and heating; possible licensed manufacture at later date. Brueder Reichetzer, Mollardgasse 84, Vienna VI. I.R. 357.

Agent seeks to represent producers of household appliances. Ernst Rado Handelsagentur Generalvertretungen, Klopsteinplatz 3, Vienna III. I.R. 261.

Austrian firm with manufacturing and distributive facilities seeks to expand appliance sales through representation of manufacturers in the U.S. Standard Telephon & Telegraphen AG, Dresdnerstrasse 72, Vienna XX. I.R. 316.

Distributor seeks representation of sewing machines. Able to import on own account when practical. Schedy, Thaliastrasse 164, Vienna XVI. I.R. 251.

ECUADOR—Kitchen stoves run by kerosene, bottled gas or gasoline. Refrigerators run by kerosene or bottled gas. Requests replies in Spanish. Almacenes Juan Eljuri, (importer, wholesaler, retailer), P.O. Box "F", Cuenca. WTD 8/7/61.

MALAYSIA—Electrical appliances: industrial, domestic. Eastern Bazaar, 8 Bishop St., P.O. Box 125, Penang.

NETHERLANDS—Small household appliances, mechanical or electrical. Direct purchase and agency. Schonenberg N.V., 34-40 Oudegracht, Utrecht.

364 Electric Lighting, Wiring Equipment

AUSTRALIA—Residential incandescent lighting fixtures, glassware. Direct purchase and agency. Austral Lighting Supplies Co., 154 Swanston St., Melbourne, C.1., Victoria.

ITALY—Industrial lampholders, electric wire protecting rails. Direct purchase and agency. Zeca (agent), Via Recrosio, 7, Rivarolo Canavese (Turin Prov.).

■ **THAILAND**—Preformed guy grips. dead end, hot-dip galvanized steel, various descriptions, 40,500 sets; line guards, preformed aluminum alloy, for use on bare all-aluminum conductor, 5,000 sets; preformed aluminum grips, dead end, for bare all-aluminum conductor; 10,000 sets; performed neoprene coated grips, dead end, for polyethylene weatherproof covered, compact construction all-aluminum conductor, 69,000 each. Loan No. 19. World wide (899). Bid deadline December 27. Invitation No. PDC-MEA-169. Purchase & Stores Division, Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Cable: METELEC, Bangkok. SBC-477.

365 Radios, Television Sets

★★AUSTRIA—Trade Mission

Manufacturer/wholesaler of electronic products seeks representation for manufacturers in field of recorders, stereo, Hi Fi Tu film and sound projectors and equipment, recording discs, sapphire stylus. Ludwig Seibold, Wiplingerstrasse 24, Vienna I. WTD 10/4/63. I.R. 296.

■ **CHINA**—Public address system; common audio system for radio receiver; TV master antenna system; television relay system, 1 lot each. Invitation No. CP2-C-2187-C. PA No. 484-000-253-3214. U.S. source. Bid deadline January 6, 1964. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei, Taiwan. Specifications and conditions may be obtained from Mr. Joseph C. Wei, Director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, 61 Broadway, Rm. 2123, New York, N. Y. SBC-479.

GERMANY—Amplifiers of all kinds; direct purchase and/or agency. Magnetic amplifiers of all kinds; direct purchase and/or agency. Requests price quotations fob New York. Gebr. Weyersberg KG., (importer, wholesaler), Postfach 920 or 29 Wilhelmstrasse, 565 Solingen-Ohligs. WTD 11/21/63.

ITALY—Hi-fi amplifiers, loudspeakers, tape recorders; two-way radio-telephone systems, for automotive vehicles, UHF and VHF. Pro-Del, S.p.A., (manufacturer, importer), Via Monfalcone 12, Milan. WTD 2/20/62.

366 Communication Types

★★AUSTRIA—Trade Mission

Importer/wholesaler interested in TV, radio, phones and similar items; special interest in electrostatic speakers. Sidek, Elektro Grosshandel, Ziegelofengasse 1, Vienna. WTD 1/28/63. I.R. 363.

GERMANY—Intercommunication systems of all kinds; direct purchase and/or agency. Request price quotations fob New York. Gebr. Weyersberg KG., (importer, wholesaler), Postfach 920 or 29 Wilhelmstrasse, 565 Solingen-Ohligs. Direct purchase and agency.

369 Electrical Machinery, Equipment, Supplies

ECUADOR—Parts such as vehicular switches, internal combustion engine equipment for automotive ignition and electrical systems. Requests replies in Spanish. Distribuidora Automotriz, S.A., (importer), P.O. Box 5019, Guayaquil. WTD 11/19/63.

ITALY—Electromedical apparatus; importer, wholesaler, retailer, manufacturers' agent. Direct purchase and agency. Lanzoni, 6 Via Zamboni, Bologna. WTD 11/20/63.

■ **IRAQ**—Supply of complete mobile X-ray unit. Tender No. MED/4/1963, bid deadline December 25. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

370 Transportation Equipment

★★AUSTRIA—Trade Mission

Manufacturer/distributor wishes to represent producers of transportation equipment. Might import on own account where practical. Ing. Fraenkel & Kirchner, Franz Josefs Kai 21, Vienna I. I.R. 243.

371 Motor Vehicles, Motor Vehicle Equipment

★★AUSTRIA—Trade Mission

Distributor for automobile spare parts desires agency for manufacturer of parts for both U.S. and European automobiles, especially lift jacks, brake linings, clutch facings, pistons, piston rings, water pumps and related items. Atlas KG Ed. Muchitsch & Co., Maria Theresienstrasse 32/34 Vienna I. I.R. 274.

Importer seeks distribution lines of automotive accessories. Sisol. Hernalser Hauptstrasse 84, Vienna XVII. WTD 6/28/63. I.R. 315.★

Distributor seeks representation of automobile parts, accessories and related fields. Schedy, Thaliastrasse 164, Vienna XVI. I.R. 251.

ECUADOR—Automotive pistons, rings, main bearings, front-end steering, suspension systems. Requests replies in Spanish. Distribuidora Automotriz, S.A., (importer), P.O. Box 5019, Guayaquil. WTD 11/19/63.

Automotive brake systems, oil filters. Importadora Automotriz C.A., (importer), P.O. Box 3507, Guayaquil. WTD 11/19/63.

GERMANY—Heavy duty gear shift with torque converter (100 hp.). Monthly demand —10. Saarbergtechnik GmbH, Saarwellingen/Saar.

■ **GREECE**—Auto spare parts: differential ring gears, pinions for trucks, transmission gears for trucks, wheels, propshafts, approx. $10,000, fob U.S. port. G. Terzakis & M. Zourdou, 29 Iera Odos Str., Athens.

■ Automobile parts, accessories: gears for differential, transmission parts, ring gears, pinions for differentials; Universal joint, propshaft axleshafts, wheels; all suitable for trucks, approx. $10,000. Theo Theodorides, 53 Sp. Patsi Str., Athens.

Both the above for loan No. 240-H-028. U.S. source. Quotation deadline December 26. SBC-474.

■ **INDIA**—Assembly winch, power take-off parts for model WM300-126" W.B. Dodge power wagon units, 600 sets; various design numbers, descriptions, quantities. Loan No. 386-A-055 (DLF loan No. 217). U.S. source. Quotation deadline December 26. IL No. A-588278/61. Ref. No. 61(14)/63-AID.I. Premier Automobiles, Ltd., Agra Rd., Kurla-North, Bombay 70. Cable: PREMOBILES, Bombay. SBC-469.★

■ Assembly winch, power take-off parts for model WM300-126" W.B. Dodge power wagon units, 2000 sets; various design numbers, descriptions, quantities. Loan No. 386-H-082. U.S. source. Quotation deadline December 26. IL No. A-546820/62. Ref. No. 61(1)/63-082/AID.I. Premier Automobiles, Ltd., Agra Rd., Kurla-North, Bombay 70. Cable: PREMOBILES, Bombay. SBC-469.★

■ Air operated one-end lift; car, truck transmission jack, accessories adaptors; chassis dynamometers, same or similar to Maxwell; wheel, hub straightener, 15 items. Import license No. A. 587174/61/AU/DW/CCI/HQ/RM/L-II(E). (Ref. No. 53(118)/62-AID(1). The Premier Automobiles Ltd., Agra Rd., Kurla, Bombay 70, (AS). Loan No. 386-A-055. (AID loan No. 217). U.S. source. Quotation date December 31.

■ Mopar spares for R.H.D. vehicles, long list of part numbers, descriptions, quantities. Import license No. 086039. Loan No. 386-H-082. Ref. No. 60(202)/63-082/AID(1). U.S. source. Quotation date December 31. Sundaram Motors Private Ltd., Post box No. 713, 37 Mount Rd., Madras 6. SBC-472.★

ITALY—Newly developed automobile accessories; rear-sight mirrors; safety belts. Leart, (manufacturer, importer), Strada Barocchio 63/4, Turin.

New tools, hand tools, equipment for automobile repair shops. De Franco & C. S.r.l., (importer, wholesaler), Via Sacchi 50, Turin.

Automobile safety belts, metal ash receivers, air conditioning units, baggage racks, antifog lights, various types of automobile accessories suitable for the European market. Direct purchase and agency. Soc. Safai, (agent), Corso Vittorio Emanuele 28, Turin.

JORDAN—All kinds of automotive replacement parts. Hanna Ghantous & Sons, (Commission agents), P.O. Box 476, Amman.

NEW ZEALAND—New spare truck parts for GMC, Ex-Army, 6 by 6, CCKW 353, CCKW 352. Direct purchase and agency. G. T. Gillies Ltd., 184 Thames St., Oamaru. Attn: Mr. G. T. Gillies, Governing Director.

PAKISTAN—Spare parts for automobiles and trucks. Mirza Lal Khan & Co., (importing distributor, commission merchant), 64/15 Edwards Rd., Rawalpindi. WTD 11/19/63.

■ **TURKEY**—Spare parts for Willys Jeeps, long list of reference numbers, descriptions, quantities, fas U.S. port. Delivery: three months. Import license No. 002293. Jeep replacement auto parts, including oil filter elements, flywheel rings, main drive, repair kits, long list of part numbers, description, number of pieces. IL No. 2168. Otorot A. Mesulam ve M. Benrey Koll. Sti., Taksim Topcu Cad. No. 8/1, Istanbul.

■ L & S Bearings, various numbers, quantities. IL No. 2282. Mekar Ticaret Koll. Sti. G. Merdinyan ve Ort., Taksim, Tarlabasi Caddesi No. 12, Istanbul.

All the above are for loan No. 277-H-043. U.S. source. Quotation date December 27. SBC-478.★

■ Delco shock absorbers, Spade piston sets, sealed power piston ring sets; genuine Pontiac parts; genuine Oldsmobile parts; genuine hydramatic, Jetaway transmission parts; Cadillac parts. Long list of part nos. and descriptions. Import license No. 1888. Orhan Yuce, Sehit Muhtar Caddesi No. 11/A, Taksim, Istanbul.

■ Carter carburetors, or equal, 740 pcs., various numbers. IL No. 2298. Gabriel Adut ve Ortagi Adi Komandit Sirketi, Demiray Han 409, Yesildirek, Istanbul.

Both the above are for loan No. 277-H-043. U.S. source. Quotation date January 2, 1964. SBC-481★.

■ Replacement parts for Willys Jeeps, various original part numbers, 22 items, large quantities. Import license No. 558/91664. Feridun Boyar Ilkadim Ticarethanesi, Necati bey Bulva ri Ni. 6, Izmir. Cable: BOYARLAR, Izmir.

■ Air cooled, 4 cycle, gasoline engine, single cylinder. Equipped for kerosene also. Rpm 1600/3600, hp 2,5-6,0 and 3,5-7,0 with and without clutch; 1600/3200, hp 7,7-12,5. Various requirements and overall dimensions. Approx. $13,000. Import license No. 150575. Yorgi Helvaci, Bankalar Caddesi, Galata Kulesi, Sokak, Bereket Han No. 73, Galata, Istanbul.

■ Chrysler Mopar and Victor Manufacturing Gasket spare parts for trucks, cars, or equal. Long list of part numbers, names, quantities, to special conditions. Import license No. 002373/257047. Anas Ticaret, Aleksandros Papazoglu, Kamuran Akdogan ve Ort. Adi. Kom. Sti., Taksim Feridiye Cad. 47, Istanbul.

All the above are for loan No. 277-H-043. Quotation date January 2, 1964. U.S. source. SBC-481.★

■ Original Mopar parts, various part numbers, names, large quantities. Import license No. 1882. Rasim Kiroglu, Taksim Talimhane Topcular cad. No. 38, Istanbul. Quotation date December 27.

■ Chrysler Mopar parts, or equals, various numbers, names, quantities. Long list. Import license No. 002382. Quotation date January 2, 1964. Filip Tabakoglu, Taksim, Feridiye Caddesi No. 2/C, Istanbul.

■ General Motors, Federal Mogul, Chrysler Mopar parts for cars, trucks, various numbers, descriptions, large quantities. IL No. 001891. Quotation date January 2, 1964. Ot. Demir, Kurken Demirdoven, Taksim, Siraselviler C. No. 30, Istanbul.

■ Spare parts for Chevrolet, 181 items, various part numbers, descriptions. Import license No. 002186. Morova Kollektif Sirketi, Nazif Morova ve Ortaklari, Istanbul. Quotation date January 2, 1964.

All the above are for loan No. 277-H-043. U.S. source. SBC-481.★

■ **TURKEY**—Original Mopar parts, various parts numbers, names, quantities. Loan No. 277-H-043. IL No. 2014. U.S. source. Quotation deadline December 27. Rasim Kiroglu, Taksim Talimhane, Topcular Cad. No. 38, Istanbul. SBC-484.

372 Aircraft, Parts

★★AUSTRIA—Trade Mission

Agent of aircraft and parts seeks to represent manufacturers of fixed and rotary wing aircraft and related ground equipment. Avis Luftfahrtbedarf Vertriebsges.m.b.H., Schubertring 6, Vienna I. I.R. 339.

HONG KONG—Aircraft parts, particularly those of R1830, R2000, R2800, B & CB series, new or overhauled, certified. Requests replies from manufacturers with price lists, information on approx. delivery capabilities. Asia Aircraft Parts Co., Ltd., (importer, retailer), Hong Kong Airport, Kai Tak, Kowloon. WTD 11/8/63.

373 Ship, Boat Building, Repairing

★★AUSTRIA—Trade Mission

Wholesaler wishes to represent manufacturers of boats and outboard motors. Adolf Riedl, Tuerkenstrasse 25, Vienna IX. WTD 4/22/60. I.R. 345.

■ **BURMA**—Shallow draught double-decked stern wheel motor vessels, 3 Nos. PIO/C No. 482-35-104-9-80073. World wide (899). Bid deadline January 15, 1964. Tender No. ONE/63-64. The Revolutionary Government of the Union of Burma, No. 50 Phayre St., Rangoon. Detailed specifications, invitations-to-bid and general conditions may be obtained from: Embassy of Burma, 2300 "S" St., N.W., Washington, D.C., attn: Mrs. O'Connor, SBC-469.

374 Railroad Equipment

● **ISRAEL**—Construction of cable railway including engineering, operating equipment for city of Haifa, world wide tender No. 138/63 (in French or Hebrew only). Tender documents may be procured from Haifa Municipality, Office of the City Engineer, Haifa, until December 31, against payment of IL (Israel pounds) 50.00 per copy (US$16.70). Bid deadline April 30, 1964. Tender documents, not translated, may be reviewed in Rm. 4320, BDSA, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-4816).

381 Engineering, Laboratory, Scientific, Research Instruments

● **BURMA**—Precision measuring tapes of various sizes, 146. Tender No. GH/14/GIID/63-64, bid deadline December 31. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2312).

ENGLAND—Specialized scientific laboratory testing, production control equipment for paint, chemical, oil, pharmaceutical, similar industries. Agency and direct purchase. Stanhope-Seta Ltd., (manufacturers, exporters, importers, sales agents), Park Close, Englefield Green, Surrey. WTD 11/19/63.

ITALY—Apparatus for analysis laboratories; importer, wholesaler, retailer, manufacturers' agent. Direct purchase and agency. Lanzoni, (importer, wholesaler, retailer, manufacturers' agent), 6 Via Zamboni, Bologna. WTD 11/20/63.

JAPAN—Laboratory apparatus, equipment applicable to fields of analytical chemistry, biochemistry, microbiology. Research Laboratories, Takeda Chemical Industries, Ltd., Juso-Nishino-cho, Higashiyodogawa-ku, Osaka. WTD 6/21/63.

Physical science apparatus approved by Physical Science Study Committee. Yagami Scientific Instruments Mfg. Co., Ltd., (manufacturer), 2-3 Kyomachi, Naka-ku, Nagoya. WTD 5/17/62.

■ **PAKISTAN**—Gas measuring, regulating, recording apparatus, accessories and spares, Rockwell Models, Chaplin, Fulton, or equal. Long list of items, S. Nos., descriptions, quantities. Bid deadline December 31. S/A No. 335179. Karachi Gas Co., Ltd., Variawa Chambers, McLeod Rd., Karachi. Loan No. 391-H-066. U.S. source. SBC-480.★

● **TURKEY**—Various water testing equipment (including hardness tester), altimeter, compass, planimeter. Tender No. 63-11L-66, bid deadline January 2, 1964. DSI Genel Mudurlugu, Makina ve Ikmal, Dairesi Baskanligi, Ankara, (Mechanical & Supply Dept., General Directorate of State Hydraulic Works).★ (Telephone: 202-WO 7-2312).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

★★AUSTRIA—Trade Mission

Manufacturer seeks source of household and industrial thermometers with centigrade scale. For exclusive distribution. E. Fludernik, Hauptplatz 14, Graz. I.R. 281.

● **BURMA**—Various types of precision pressure gauges, 48. Tender No. GH/19/GII.D/63-64, bid deadline December 31. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-2312).

INDIA—Cement testing apparatus for oil well cements. Associated Cement Companies Ltd., (ACC), (manufacturer), 121 Queen's Rd., Bombay 1. WTD 11/9/62.

ITALY—Instruments, parts for measuring and control of temperature, pressure, flow, speed, such as: thermocouple, meters, cells, transducers, amplifiers. Direct purchase and agency. F.A.S.—Automazione Strumenti, (manufacturer, agent), Via Koristka 8-10, Milan. WTD 5/31/63.

384 Surgical, Medical, Dental Supplies

★★AUSTRIA—Trade Mission

Manufacturer of medical electrical appliances and apparatus seeks agency for special, automatic hospital equipment. F. Reiner & Co., Lindengasse 62, Vienna VII. WTD 8/6/62. I.R. 309.

FRANCE—Heels: walking; cast; other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Ets. Jikammer, (manufacturer, wholesaler, importer, exporter), 4 rue Neuve, Versailles Seine & Oise).

Heels: walking, cast; other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistere).

All kinds of supplies for the shoe industry including heels, soles; especially walking cast; requests replies in French. Direct purchase and agency. Ets. Darrigol & Gagnez, (wholesaler, agent, importer), 125 bis rue du Chemin Vert, Paris 11e.

All kinds of supplies for the shoe industry including heels, walking cast; requests replies in French. Direct purchase and agency. Ets. R. Jacquot & Fils, (importer, wholesaler, agent), 30 rue Emile Zola, Troyes (Aube).

Nuclear radiation protective clothing, all kinds. Direct purchase and agency. Les Applications Plastiques Industrielles, (manufacturer), 186 bld de la Villette, Paris 19e. WTD 10/31/63.

ITALY—Surgical apparatus, instruments. Direct purchase and agency. Lanzoni, (importer, wholesaler, retailer, manufacturers' agent), 6 Via Zamboni, Bologna. WTD 11/20/63.

JAPAN—Auto safety belts. Kyokuto Boeki Kaisha Ltd., (Far East Mercantile Co., Ltd.), No. 696 Marunouchi Bldg., Marunouchi, Chiyoda-ku, Tokyo. WTD 6/6/63.

★★ SWITZERLAND—Trade Mission

Manufacturer seeks agency for surgical instruments. Pharma, Berikon/AG, (bei Zurich). I.R. 48.

● **TUNISIA**—Supply of hospital instruments, equipment, furniture for a children's hospital in Tunis. Bid deadline December 24. Conditions and specifications in French. Correspondence preferred in French. Secretariat d'Etat a la Sante Publique et aux Affaires Sociales, Boulevard Farhat Hacked, Tunis.★ (Telephone: 202-WO 7-2939).

386 Photographic Equipment

★★AUSTRIA—Trade Mission

Firm interested in purchasing equipment to expand blue printing operations, specifically machines to make blueprint copies by dry process. Madress Ges. f. individuelle Propaganda u. maschinelle. Adressierung Milchgasse 1. Vienna I. WTD 9/21/49. I.R. 254.

ITALY—Scientific, technical teaching aids for schools, universities. Giacomo Patrone, (manufacturer), Via P. Da Bissone 36r, Genova Sestri.

● **VIETNAM**—Photographic film, paper; tender No. 1043-11113; bid deadline December 27. Central Purchasing Authority, 140 Hong Thap Tu, Saigon. Cable: MAIDICH SAIGON.★ (Telephone: 202-WO 7-2778).

391 Jewelry, Silverware, Plated Ware

SOUTH AFRICA—Jewish religious jewelry made in the U.S. Regency Booksellers (Pty.), Ltd., (importing distributor), P.O. Box 33, Sea Point, Cape Town. WTD 11/1/63.

394 Toys, Amusements, Sporting Goods

★★AUSTRIA—Trade Mission

Distributor selling bicycles, scooters, pedal cars, toys seeks to represent U.S. manufacturer in these and related fields. Will import on own account when practical. Schedy, Thaliastrasse 164, Vienna XVI. I.R. 251.

Agent seeks to represent toy manufacturer. Ernst Rado Handelsagentur Generalvertretungen, Klopsteinplatz 3, Vienna III. I.R. 261.

Distributor of gardening equipment interested in expanding into swimming pool equipment and accessories. Can import on own account. Franz Zimmer, Gumpendorferstrasse 16, Vienna VI. I.R. 355.

Distributor of gifts, toys, hobby goods, magic items, jokes seeks additional low priced items. Can import on own account. Ed. Witte, Linke Wienzeile 16, Vienna VI. I.R. 356.

Manufacturer interested in importing on own account or as agent for toys. Eggeling & Co. OHG, Hintere Zollamtsstrasse 17, Vienna III. WTD 12/9/60. I.R. 348.

FRANCE—Plastic dolls. Direct purchase and agency. Manufacture d'Articles Industriels, (manufacturer), 28 ave. du Panorama, Bourg-la-Reine (Seine). WTD 10/30/63.

JORDAN—Toys. Abdin & Zeine Trading Agency, (commission agent), Khayyam St. behind the Post Office, Amman.

NETHERLANDS—Toys: airplanes, toy, model construction; construction sets, toy, model; model sets, toy, construction; toy sets, structural; toys, mechanical; trains, toy, mechanical, electrical, model construction; engines for model construction. Direct purchase and agency. Fa. A. van Rosmalen, (importer, exporter, wholesaler, agent), 162 Prinsengracht, Amsterdam. WTD 10/17/62.

Educational, instructional toys, materials for nursery schools, schools for retarded children. Requests replies from manufacturers only. Direct purchase or exclusive agency. Fa. van Eyden & Zoon, (importer, retailer, sales agent), 44 Westerlaan, De Bilt.

SWEDEN—All kinds of fishing tackle, equipment; direct or agency. AB Clipper-Verken, (manufacturer, wholesaler, agent), 14, Hedåsgatan, Göteborg C. WTD 3/11/63.

★★ SWITZERLAND—Trade Mission

Company distributing swimming pool equipment in Switzerland, West Germany, France, Italy, U.K. seeks additional related items. Max Zeier, Bergstrasse 2, Fallanden (ZH), I.R. 90.

Organization distributing throughout Europe seeks to import on own account: educational and scientific toys, model railroad accessories, airplane kits, and related items. Unitech AG, Talstrasse 62, Zurich. I.R. 144.

395 Pens, Pencils, Other Office Materials

★★AUSTRIA—Trade Mission

Manufacturer seeks writing instruments to import on own account or act as agent. Eggeling & Co. OHG, Hintere Zollamtsstrasse 17, Vienna III. WTD 12/9/60. I.R. 348.

Firm wishes to import advertising novelties such as low cost ball point pens and lighters. Ing. Gerold Fischer, Gentzgasse 78, Vienna XVIII. I.R. 342.

JAPAN—"Ever-knock" type ball-point pens. BDSA, Box 42-64J, Department of Commerce, Washington, D.C., 20230.

396 Costume Jewelry, Novelties, Buttons, Notions

FRANCE—All kinds of supplies for the shoe industry including eyelets; requests replies in French. Direct purchase and agency. Ets. Darrigol & Gagnez, (importer, wholesaler, agent), 125 bis rue du Chemin Vert, Paris 11e.

Eyelets, other supplies for the shoe industry. Requests replies in French. Direct purchase and agency. Societe Riviere & Fils, (importer, dealer), 50 rue de Lyon, Brest (Finistère).

399 Manufacturing Industries

★★AUSTRIA—Trade Mission

Handbag manufacturer seeks to import hand bag frames. Ing. Gerold Fischer, Gentzgasse 78, Vienna XVIII. I.R. 342.

Manufacturer seeks agency or direct sale of beauty parlor apparatus. F. Reiner & Co., Lindengasse 62, Vienna VII. WTD 8/6/62. I.R. 309.

FRANCE—Beauty, barber shop equipment; importer, retailer, manufacturers' representative requests offer with price quotations from manufacturers only. Direct purchase and agency; requests replies in French or German. Mr. C. Pfeiffer, 18 Rue Fischart, Strasbourg (Bas-Rhin).

MALAYSIA—Beauty parlor accessories, including cosmetics, shampoo, hair spray. Eastern Bazaar, (importer, indent agent, retailer, wholesaler), 8 Bishop St., P.O. Box 125, Penang.

MOROCCO—Fibers for brush-ware such as nylon, tampico, pig-hair; requests replies in French. Chimaroc, (manufacturer), 15 rue de Sauternes, Casablanca.

NETHERLANDS—Business gifts of silverplated, brass, rust-proof material. Direct purchase and agency. Schonenberg N.V., (agent), 34-40 Oudegracht, Utrecht.

509 Wholesalers

■ **TURKEY**—Raw rubber, super quality I.S. Loan No. 277-H-043. IL No. 2208. Quotation deadline December 25. U.S. source. Approx. $5,000, c&f. Nesim Benhabib, Sultanhamam Hamdibey, Gecidi No. 48, Istanbul. SBC-484.

599 Retail Stores

SOUTH AFRICA—Jewish prayer shawls, allied goods made in the U.S. Regency Booksellers (Pty.) Ltd., (importing distributor), P.O. Box 33, Sea Point, Cape Town. WTD 11/1/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

195 Small Arms

PORTUGAL—Firearms, ammunition; sporting rifles, shotguns; requests replies from manufacturers only. A. Macedo Silva, Lda., (importer, distributor, sales agent, retailer of guns, ammunition), Rua da Vitoria 73-1°, (Esquina Rua do Ouro). WTD 2/20/63.

196 Small Arms Ammunition

PORTUGAL—Hunting equipment; cartridges, lead shot, bullets, related lines; requests replies from manufacturers only. A. Macedo Silva, Lda., (importer, distributor, sales agent, retailer of guns, ammunition), Rua da Vitoria 73-1°, (Esquina Rua do Ouro). WTD 2/20/63.

203 Canning, Preserving Foods

GERMANY—Canned fruit, vegetables, juices. Import-Handelsgesellschaft Schmitz K.G., (sales agent), 4053 Suechteln/Rhld., Krefelderstr, 1. WTD 3/14/63.

206 Sugar

GERMANY—Sugar: white, raw, fodder; molasses: beet sugar, cane sugar; leached and dehydrated sugar beet pulps; unleached and dehydrated sugar beet pulps. Richter & Schatz, (manufacturer's agent, broker), 52 Am Birkenbusch, Postfach 367, 507 Bergisch-Gladbach Bez. Koeln. WTD 1/22/63.

224 Narrow Fabrics, Other Smallware Mills

FRANCE—All kinds of supplies for the shoe industry including laces; requests replies in French. Eugene Peere, (wholesaler), 18 bis rue d'Arcole, Lille (Nord).

228 Yarn, Thread Mills, Products

FRANCE—Thread, hemp, linen; requests replies in French. Eugene Peere, (wholesaler), 18 bis rue d'Arcole, Lille (Nord).

243 Prefabricated Structural Wood Products

FRANCE—Prefabricated: dwellings, week-end cottages; garages; wood panels, sections for prefabricated buildings. Desires agency and distributorship for Bordeaux and region. Requests replies in French. Armand Stalport, (sales agent), Bâtiment C-3, Cité du Grand Parc, Cours de Luze, Bordeaux, Gironde. WTD 11/19/63.

249 Wood Products

FRANCE—All kinds of supplies for the shoe industry including shoe lasts, forms, fittings; requests replies in French. Eugene Peere, (wholesaler), 18 bis rue d'Arcole, Lille (Nord).

264 Converted Paper

VENEZUELA—Writing paper, envelopes. George Valant, (sales agent), Apartado 3048, Caracas. WTD 11/8/63.

281 Industrial Chemicals

FRANCE—Synthetic organic dyes, other supplies for the shoe industry; requests replies in French. Eugène Peere, (wholesaler), 18 bis rue d'Arcole, Lille (Nord).

NORWAY—Chemicals for paper, woodpulp industries. Petter Gravensten, (manufacturers' agent), 127b Bygdo Alle, Oslo. WTD 10/31/62.

283 Drugs

THAILAND—All kinds of patent medicines, pharmaceutical products. Lumber Union Ltd. Partnership, 251 Kaosan Rd., Bangkok. WTD 11/19/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

AUSTRALIA—Cosmetics, toiletries, hair preparations of all types; requests catalogs and price quotations. Delmar Agencies, 2 Kendall St., Elwood, Victoria. WTD 10/31/63.

FRANCE—Shoe polish: liquid or paste; other supplies for the shoe industry. Requests replies in French. Eugène Peere, (wholesaler), 18 bis rue d'Arcole, Lille (Nord).

GERMANY—Eye makeup, lipsticks, powder, creams, lotions, rouges, and other preparations for women. Selk & Kohpeiss, (manufacturers' agent), Hohler Weg 18, 2057 Wentorf.

289 Chemical Products

FRANCE—Glues, other supplies for the shoe industry; requests replies in French. Eugène Peere, (wholesaler), 18 bis rue d'Arcole, Lille (Nord).

306 Fabricated Rubber Products

FRANCE—Rubber heels, other supplies for the shoe industry; requests replies in French. Eugene Peere, (wholesaler), 18 bis rue d'Arcole, Lille (Nord).

307 Plastics Products

BELGIUM—Laminated plastic tubes; requests replies from manufacturers only. Comptoir Commercial et Fonderies Felon & Lange, S.N.C., (manufacturer, exporter), Ampsin. WTD 11/12/63.

FRANCE—Plastic materials used in manufacturing shoes: uppers, soles; requests replies in French. Eugène Peere, (wholesaler), 18 bis rue d'Arcole, Lille (Nord).

Imitation leather for the manufacture of shoe uppers; similar to the one produced by Dupont de Nemours; requests replies in French. Ets. Levasseur, (wholesaler), 61 rue de l'Amiral Roussin, Paris 15e.

Plastic packagings. Societe d'Emballages Plastiques, (dealer), 67 rue de Prony, Paris. WTD 10/28/63.

311 Leather Tanning, Finishing

FRANCE—All kinds of supplies for the shoe industry including leather; requests replies in French. Eugène Peere, (wholesaler), 18 bis rue d'Arcole, Lille (Nord).

312 Industrial Leather Belting, Packing

GERMANY—High-draft aprons made of artificial leather for use in textile and textile machine industries. C. Kaempfer OHG., Lederfabrik, (manufacturer), 16 Johanniterstrasse 51 Aachen. WTD 5/24/63.

313 Boot, Shoe Cut Stock, Findings

FRANCE—All kinds of supplies for the shoe industry including heels; requests replies in French. Eugene Peere, (wholesaler), 18 bis rue d'Arcole, Lille (Nord).

326 Pottery

NEW ZEALAND—Fancy China tableware, ornamental porcelain, glassware, figurines. Manufacturers' Agencies (NZ.), Ltd., (importers, wholesalers), 20-22 Wyndham St., P.O. Box 2024, Auckland.

329 Abrasive, Asbestos, Mineral Products

FRANCE—Abrasive cloth, other supplies for the shoe industry; requests replies in French. Eugène Peere, (wholesaler), 18 bis rue d'Arcole, Lille (Nord).

335 Rolling, Drawing Extruding of Nonferrous Metals

BELGIUM—Welded aluminum tubes; requests replies from manufacturers only. Comptoir Commercial et Fonderies Felon & Lange, S.N.C., (manufacturer, exporter), Ampsin. WTD 11/12/63.

342 Cutlery, Hand Tools, General Hardware

FRANCE—Marine hardware, accessories, supplies, including hinges, clamps, link-chains, wire rope and chain fittings, hooks, nonferrous fastenings, bolts, nuts, washers, marine switches, and related marine articles. Direct agency desired for La Rochelle and region. Henri Cabanas & Cie., (sales agent), Le Gabut, par La Rochelle, Charente-Maritime. WTD 11/15/63.

LIBYA—Hand tools, accessories, chain and rope fittings appropriate to oil industry operations; requests catalogs and price quotations cif Benghazi. Ditta A. Bedusa, (commission agent), P.O. Box 37, Benghazi. WTD 11/14/63.

SOUTH AFRICA—Household hardware, shelf hardware, hand tools, as well as liquified petroleum heating and cooking equipment; requests replies from manufacturers only. Exclusive agencies for the whole of the Republic desired. Cyril Caro (Pty), Ltd., (indent agent), P.O. Box 723, Cape Town.

344 Fabricated Structural Metal Products

FRANCE—Garages, prefabricated and demountable, metal; dwellings, other prefabricated demountable metal buildings; prefabricated panels and sections thereof, metal. Desires agency and distributorship for Bordeaux and region. Requests replies in French. Armand Stalport, (sales agent), Bâtiment C-3, Cité du Grand Parc, Cours de Luze, Bordeaux, Gironde. WTD 11/19/63.

346 Metal Stampings

NEW ZEALAND—Stamped and spun hospital utensils; cooking, kitchen, household utensils; stainless steel dishes. Manufacturers' Agencies (N.Z.) Ltd., (importer, wholesaler), 20-22 Wyndham St., P.O. Box 2024, Auckland.

349 Fabricated Metal Products

BELGIUM—Steel, brass, pig iron, nylon, aluminum valves; requests replies from manufacturers. Comptoir Commercial et Fonderies Felon & Lange, S.N.C., (manufacturer, exporter), Ampsin. WTD 11/12/63.

LIBYA—Automatic regulating valves, industrial vales appropriate to oil industry applications; requests catalogs, price quotations cif Benghazi. Ditta A. Bedusa, (commission agent), P.O. Box 37, Benghazi. WTD 11/14/63.

351 Engines, Turbines

FRANCE—Outboard motors, marine engines, Diesel, for pleasure boats and fishing-crafts, ranging from light-duty to heavy-duty capacity. Direct agency desired for central France. Henri Cabanas & Cie., (sales agent), Le Gabut, par La Rochelle, Charente-Maritime. WTD 11/15/63.

353 Construction Machinery

FRANCE—Loaders, concrete trucks equipped with pneumatic wheels. The firm is interested in representing U.S. companies which could deliver tractors and other items not equipped with motors so that the firm may adapt the motors it manufactures (from 15 to 120 HP) to these engines; requests replies in French. Ets. Millot, Quai Mavia, Gray (Haute Saône).

Bulldozers, angledozers (tractor mounted), power draglines, cranes, clamshell buckets, motorized scrapers, excavators, related equipment; heavy-duty machinery for construction, public works. Agency and distributorship. Requests replies with catalogues, price lists from manufacturers only. Marchand-Botella, S.A., Ave. de l'Aéroport, Parc Industriel, Mérignac, Gironde. WTD 11/14/63.

THAILAND—Asphalt mixers, loading capacity 1,000 U.S. gallons, truck mounted; asphalt kettles, 400 U.S. gallons. Hiap Hong Co., Ltd., (importer, wholesaler, indenting agent), 47 Nakorn Kasem Rd., Bangkok. WTD 11/8/63.

Pneumatic front end loader, 1½ yard bucket. Hiap Hong Co., Ltd., (importer, wholesaler, indenting agent), 47 Nakorn Kasem Rd., Bangkok. WTD 11/18/63.

354 Metalworking Machinery

NORWAY—Machine tools for metalworking in engineering workshops and shipyards, such as: lathes, milling, grinding machines; threading, drilling machines; also tools for the maintenance of such equipment; requests replies from manufacturers only. Viggo Lund A/S, (manufacturer's agent), 2 Sehestadsgate, Oslo. WTD 10/25/62.

355 Special Industry Machinery

ITALY—Plastic processing equipment: various types, including thermoplastic welding, bending machines. R.A.T.I.F. di F. Felici, (retailer), Via Garibaldi, Foligno (Perugia).

NEW ZEALAND—Packaging machinery (weighing, filling, packaging of small cartons or bags) for foods, similar commodities. E. O. Faber Ltd., (importer), Commerce Bldg., 1 Anzac Ave., Auckland, C.1.

356 General Industrial Machinery

BELGIUM—Rigid bolted type couplings; requests replies from manufacturers only. Hydraulic pumps; requests replies from manufacturers only. Jacks, hydraulic, air, electric, including aircraft; requests replies from manufacturers. Comptoir Commercial et Fonderies Felon & Lange, S.N.C., (manufacturer, exporter), Ampsin. WTD 11/12/63.

358 Service Industry Machines

BELGIUM—Industrial, commercial, household, consumers' water softener; requests replies from manufacturers. Comptoir Commercial et Fonderies Felon & Lange, S.N.C., (manufacturer, exporter), Ampsin. WTD 11/12/63.

363 Household Appliances

VENEZUELA—Electric home appliances, such as vacuum cleaners, toasters, mixers. George Valent, (sales agent), Aptdo. 3048, Caracas. WTD 11/8/63.

366 Communication Equipment

PORTUGAL—Echo sounders for fishing trawlers, communication type radio receivers, transmitters (marine, mobile, land station). Nacionalis-Importacão e Exportacão, Lda., (importer, wholesaler, exporter), 18-1° Esq., Praça da Figueira, Lisbon 2. WTD 10/23/63.

371 Motor Vehicles, Motor Vehicle Equipment

ITALY—Newly developed tools, equipment for automobile repair shops, service stations. Allara Attilio (agent), Corso Raffaello 26, Turin.

THAILAND—Streetcleaning trucks, loading capacity 1,000 U.S. gallons. Hiap Hong Co., Ltd., (importer, wholesaler, indenting agent), 47 Nakorn Kasem Rd., Bangkok. WTD 11/18/63.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

BELGIUM—Temperature recorder-controller systems; requests replies from manufacturers. Thermometers, except clinical; requests replies from manufacturers. Pressure recorder-controller systems; requests replies from manufacturers. Instruments for measuring temperature, excluding thermometers; requests replies from manufacturers. Comptoir Commercial et Fonderies Felon & Lange, S.N.C., (manufacturer, exporter), Ampsin. WTD 11/12/63.

384 Surgical, Medical, Dental Instruments

FRANCE—Heels, walking cast type; requests replies in French. Eugene Peere, 18 bus rue d'Arcole, Lille (Nord).

391 Silverware, Plated Ware

NEW ZEALAND—Silverware, hollow ware, plated ware. Manufacturers' Agencies (N.Z.) Ltd., 20-22 Wyndham St., P.O. Box 2024, Auckland.

394 Toys, Amusement, Sporting Goods

SOUTH AFRICA—All types of sporting equipment for the whole of the Republic; requests replies from leading manufacturers only. Cyril Caro (Pty.), Ltd., (indent agent), P.O. Box 723, Cape Town.

396 Costume Jewelry, Novelties, Buttons, Notions

AUSTRALIA—Gift novelties of all type; requests catalogs and price quotations. Delmar Agencies, 2 Kendall St., Elwood, Victoria. WTD 10/31/63.

FRANCE—Metal eyelets for the shoe industry; requests replies in French. Eugene Peere, (wholesaler), 18 bis rue d'Arcole, Lille (Nord).

NEW ZEALAND—Costume jewelry. Manufacturers' Agencies (N.Z.), Ltd., 20-22 Wyndham St., P.O. Box 2024, Auckland.

505 Farm Products— Raw Materials

ITALY—Raw hides, skins. Costante Balbi, (wholesaler), via G. Carducci 5/86, Genoa.

Irrigation syphons needed

The Ministry of Commerce, a government purchasing agency, wishes to purchase 28,000 plastic or aluminum irrigation syphons and 15,500 pieces of metallic accessories. The closing date for bids on this tender, No. B/874 is January 10, 1964.

A copy of the tender may be obtained by firms located in the United States from the ACME Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4319).

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone: 202—WO 7-4674 in Washington.

FRANCE—The establishment of three large industrial areas on the right and left banks of the Var River, and the erection of a wholesale railroad freight station on 600 acres adjoining Nice Airport to the North, are twin developments currently under way which are evidence of the commercial expansion of the fifth city in France.

The Committee of Economic Expansion, has decided to build dikes ten feet high along 12 miles of the right bank of the Var River to provide industrial space and develop a large area of 791 acres and a smaller one of 148 acres from land recovered from the half-mile wide gravel river bed. A third area of 247 acres will also be cleared in the foothills of the left river bank by the Nice Chamber of Commerce, at Lingostiere.

It has been reported that 79 acres of the larger zone are scheduled to be ready for industrial occupancy in twelve months. These extend northward from the Manda Bridge (soon to be rebuilt) and have excellent rail, road, water, and electrical facilities. The cost of this initial step is estimated at $800,000 and will entail two shifts daily of eight hours each by 300 workmen.

As adjoining projects now under construction are a new freight railroad station on land alongside the Nice Airport and a vast hall for the packaging and shipment of fresh cut flowers, measuring 9 acres in ground floor space, and ten smaller warehouses of varying sizes, with 16.4 acres of ground floor space. Approx. five miles of railroad sidings will be built to service the warehouses; three parking lots with a capacity of several thousand trucks and cars will be developed on either side of the National Highway No. 202 running north from Nice to Digne and Grenoble.

It is reported that the extensive air-conditioning equipment to be installed in the warehouses and packaging centers is being supplied by the Carrier Corp., Syracuse, New York.

Immediately to the north of the freight railroad station and across the road from the "speedway" to be built, in three years, from the "Autoroute de l'Esterel" to the heart of the city of Nice, a series of low-rent apartment houses is being built by the city under the name, "zone a urbaniser en priorite" or "ZUP" for short. The 132 acres in the suburb of Nice will accommodate eventually a total of some 20,000 new urban inhabitants living in 5,000 apartments. Commercial space will be available for rent. Planned also for this new community are a public park, a hospital and two schools to be built inside the city limits. Total construction cost of ZUP is now estimated at $10,000,000, to be paid 40% out of municipal funds supplemented by some loans from national reserves, the regional chamber of commerce, the Alpes Maritimes budget and the H.L.M. construction administration in Paris. ZUP is scheduled to be completed by the end of 1966.

FRANCE—The Ministere des Armees "AIR" of the French Government has issued an invitation to tender interest for the construction of a munitions magazine at the Belfor-Fontaine Airport. Firms interested are required to declare their interest before December 20.

A copy of the Ministere's Notification providing additional information and general instructions is available to all U.S. firms certified eligible to participate in NATO bidding by writing to the above stated address and marked to the attention: NATO-France—Ammo.★

Firms desiring to be certified eligible to participate in NATO bidding should send a resume of their qualifications to the above address, attn: NATO—ConsoList. A brochure describing the NATO Infrastructure Program and International Competitive Bidding Procedure is available from the same office.

JORDAN—A British consortium has secured a civil engineering contract for the restoration of the Hejaz Railway. The consortium consists of the Alderston Construction Co., an engineering firm, and Martin Cowely, Ltd., which specializes in earth shifting. The estimated value of the contract is about $28,000,000.

The section of the Hejaz Railway to be renovated extends about 525 miles from Ma'an to Medina. Fifty-five stations and halts are to be built, wells dug, approx. 2,000 culverts and bridges to be renovated or constructed. Three years completion time is estimated. The work includes the leveling of steep gradients such as in one place, where the railway drops, in a series of switchbacks, 130 feet in 2½ miles. About two million cubic yards of earth, rock and sand, the equivalent of 400,000 five-ton lorry loads will have to be moved.

MOROCCO—Construction of the recently approved Rabat Hilton Hotel is to commence shortly under the general supervision of Jaros, Baum and Bolles, Consulting Engineers, 730 Third Ave., New York, N.Y. Further information and details may be obtained from this firm.

PERU—The Arequipa Board of Rehabilitation & Development is considering the construction of a cement factory with the most efficient and modern system of production.

SOUTH AFRICA—A contract for the erection of a telephone exchange, a satellite police station, and 27 houses for Post Office staff and police has been let. This is the first phase of the construction of a new capital for Bechuanaland, reported in FOREIGN COMMERCE WEEKLY, May 14, 1962.

Future tenders will include buildings to house Government Departments, housing, hospitals, schools, an airport, and all other appurtenances of a modern city.

Firms interested in the issue of further tenders should write: Mr. William O. Davies, Esq. Director of Public Works, Bechuanaland Protectorate Government, P.O. Box 147, Mafeking.

TURKEY—The Ministry of Public Works has issued an invitation to tender interest in the construction of a 27,800 meter pipeline and connection facilities. Firms interested in the opportunity are required to have NATO clearance and be qualified to perform this work. Completed forms and certified documents should be received by the above agency before January 6, 1964. Estimated approx. cost of the project is $400,000.

A copy of the Ministry's Invitation to Tender, which provides additional information as well as general instructions, is available to all U.S. firms certified eligible to participate in NATO bidding by writing to BDSA, Rm. 4203, Department of Commerce, Washington, D.C. 20230, attn: NATO—Turkey—Pipeline.

Firms desiring to be certified eligible to participate in NATO bidding should send a resume of their qualifications to the above address and marked to the attention of: NATO—ConsoList. A brochure describing the NATO Infrastructure Program and International Competitive Bidding Procedure is available from the same office.

UNITED ARAB REPUBLIC—It is proposed that a permanent amusement park be erected on Gezira Island. Approximately 200,000 square meters would be available for this "Disneyland" type park. It is desired to have at least three sections, Adventureland, Tomorrowland, and Fantasyland with appropriate rides built corresponding to the section.

Firms interested in the planning or construction of this park are requested to contact: Mr. Mohamed El Dessouky, Director Film & Television, General Organization for Cinema, Broadcasting & Television, 1131 Sharia El Cornishe, Cairo, UAR.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Harry Aaron Shiff and Stella Bella Shiff, representing Harstel Enterprises Pty. Ltd., 262 Flinders Lane, Melbourne, Victoria, interested in contacting manufacturers of finished and semifinished products in the plastic field and drug lines. December 18 via San Francisco for three weeks. c/o Mrs. K. Piperoux, 402 Plaza Rd., N., Fairlawn, New Jersey. Itinerary: San Francisco, Detroit, New York.

GERMANY—Otto Tennert, representing Nobel-Genshow G.m.b.H., Grimm 8, Hamburg 11, interested in contacting sporting arms and ammunition importers and dealers; also to study advertising and marketing methods. Here for six months. c/o Weatherby & Co. Inc., South Gate, Los Angeles, California. Itinerary: New York, Los Angeles, Chicago, Washington, Dallas.

SOUTH AFRICA—G. V. Donald, representing G. V. Donald, Africa (Pty.) Ltd., 130 Paterson Rd., Port Elizabeth, P.O. Box 1439, interested in establishing source of supply for crawler tractor spare parts. December 26 via Los Angeles for one week. Prior to U.S. visit, from December 3, will be in New Zealand. c/o Donald & Sons Ltd., P.O. Box 138, Masterton, New Zealand. Itinerary: New York.

THAILAND—Sanrasern Chayongpand, Managing Director, Southeast Engineering (Thailand) Co., Ltd., Rajapralop Rd., Bangkok, interested in purchasing used plant for electric cable manufacturing, copper smelting, pipe and conduit making; also, contacting electrical construction materials suppliers. Here through January 9, 1964. c/o Department of Commerce Field Offices in itinerary. Itinerary: Honolulu (Dec. 11-13), San Francisco (Dec. 13-17), Los Angeles (Dec. 17-20), Chicago (Dec. 20-24), Washington (Dec. 24-26), New York (Dec. 26-Jan. 9).

URUGUAY—Julio C. Roig, Deputy Chief of Works, Power Plants Division, Administracion General de las Usinas Electricas & Los Telefonos del Estado (U.T.E.), Palacio de la Luz, Calle Paraguay 2431, Montevideo, interested in visiting rural electrification facilities and requesting technical information for same. December 17 via New York for 4 months. c/o Edison Hotel, 228 W. 47th St., New York, N.Y. Itinerary: New York, Washington, Philadelphia, New Orleans, Los Angeles, San Francisco, Chicago, Milwaukee.

Burma offers tenders for hardware supply

The Civil Stores Committee (1), St. John's Road, Rangoon has announced two tenders calling for hardware items with a bid deadline of December 24.

Tender No. GH/80/GII/63-64 calls for 37,500 screwdrivers of assorted sizes and types.

Tender No. GH/83/G-II (63-64) calls for 10,000 case openers from 14" x ½" to 24" x ¾"; 500 nail pullers; 125 sets of sprocket pullers; 125 sets of heavy duty pullers, 125 sets of pullers, 3 arms, fitted with 20 ton hydraulic ram; 125 sets of pullers, mechanical type.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, B.D.S.A., Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: 202-WO 7-5589).

Vietnam requests bids for cast iron pipe

The Central Purchasing Authority, 140 Hong Thap Tu, Saigon, invites bids for 5,000 meters of 100 mm. cast iron pressure pipes and a supply of fittings in Tender No. 1039-08113. The bid deadline is December 27, 1963. Correspondence is preferred in English.

The Central Purchasing Authority will accept cable bids if the formal bid is airmailed at the same time. Cables must state the price and the fact that the formal bid offer has been airmailed.

A copy of the specifications is available on loan to interested firms located in the United States from the Building Materials and Construction Industries Division, BDSA-306, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone 202-WO 7-3601).

Alloy steel machinery needed

The General Manager, Alloy Steels Project, Waria Station, Approach Road, Durgapur—8 has announced tender no ASP/Pur/GT/IT/2(II)/63/23 for the design supply, erection, and commissioning of main plant machinery and equipment for the Alloy Steels Plant at Durgapur with a bid deadline of January 6.

The initial capacity is 80,000 ingot tons per year.

Tender documents may be obtained from the General Manager against payment of $10.50.

Leads for Importers

208 Beverage Industries

★★AUSTRIA—Trade Mission

Manufacturer seeks agent to distribute mineral water. Edelstaler Roemerquelle, Esteplatz 3, Vienna III. I.R. 277.★

Import-Export firm wishes to sell Austrian wines to U.S. Ing. Gerold Fischer, Gentzgasse 78, Vienna XVIII. I.R. 342.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

UNITED ARAB REPUBLIC—Elastic fabric used in manufacturing bathing suits. United Trading & Agency Corp., 46 Champollion St., Cairo. WTD 4/24/61.

223 Broad Woven Fabric Mills, Wool

FRANCE—Fine woolen goods, specialty fabrics (carded wool) for men's and women's wear, suitings, coatings, related materials: worsted cloths, cotton piece goods, mixtures. Direct or through agent. Dumons Freres (Etablissements), 63 Rue Jean-Jaures, Lavelanet, Ariege. WTD 12/5/62.

226 Dyeing, Finishing Textiles

FRANCE—Fabrics: natural, synthetic, for carriages; woven cloth, fabrics: cotton, mixed, for upholstered auto seats and related uses. Direct or through agent. Dumons Freres (Etablissements), 63 Rue Jean-Jaures, Lavelanet, Ariege. WTD 12/5/62.

230 Apparel

★★AUSTRIA—Trade Mission

Manufacturer seeks to sell direct to U.S. stores knitted and kneaded pre-shrunk sports jackets. Hose and gloves to match available. Josef Lenz, Maishofen b.Zell/See. WTD 5/2/62. I.R. 399.★

Manufacturer wishes to sell ski pants to exclusive stores. Vonwiller & Co., Haslach/Muehl, Upper Austria. WTD 9/18/63. I.R. 250.

Exporter wishes to sell ski pants. Gerhard Janke "Jaspo" Sportartikelfabrik, 12-14 Neubaugasse, Vienna VII. I.R. 290.

232 Men's, Youths', Boys' Furnishings, Work Clothing

GERMANY—Men's, boys' work trousers made of wool, synthetics. G. Hufendiek & Co., 4811 Oerlinghausen (Lippe). WTD 10/29/63.

233 Women's, Misses', Juniors' Outerwear

★★AUSTRIA—Trade Mission

Manufacturer seeks to sell direct to special ladies' garment stores; delivering capacity 100 dresses per week. Lydia Hielle "Pearlstyle," Aslangasse 14, Vienna XIX. I.R. 326.★

FRANCE—Dresses, robes, skirts, two-piece tailored suits; related ready-made clothes for women, misses. Direct or through agents. Henry Miquel, 23 Cours d'Alsace-Lorraine, Bordeaux, Gironde. WTD 7/26/63.

GERMANY—Ladies' stretch slacks for casual wear made of synthetics. G. Hufendiek & Co., 4811 Oerlinghausen (Lippe). WTD 10/29/63.

234 Women's, Misses', Children's, Infants' Undergarments

★★AUSTRIA—Trade Mission

Manufacturer seeks agent to sell finished lingerie. Ing. Ferdinand Poeschl, Breitenseerstrasse 49, Vienna XIV. WTD 5/8/50. I.R. 267.

238 Apparel, Accessories

★★AUSTRIA—Trade Mission

Manufacturer wishes to sell wedding veils to wedding gown houses. Anna Meller, Textil Import, Neubaugasse 66, Vienna VII. I.R. 317.

239 Fabricated Textile Products

GERMANY—Manufacturer of automobile seat covers made of textiles, artificial leather, plastics seeks U.S. importers to distribute German firm's products on own account. Otto Kleyer K. G., Postfach 1660/80, 495 Minden/W. For sample, brochure, price list write: BIC, Rm. 6311, Department of Commerce, Washington, D.C., 20230. WTD 11/22/63.

242 Sawmills, Planing Mills

ARGENTINA—Quebracho logs (debarked), length, 1.20 m.; min. dia., .15 m.; initial quantity 2,000 tons monthly which can be increased to a total shipment of 100,000 tons; other lumber products, including railroad ties, posts. Request replies in Spanish. Eustaquio Gomez Zorrila, Viamonte 2065, 7th Floor, Buenos Aires. WTD 10/23/63.

280 Chemicals

★★AUSTRIA—Trade Mission

Manufacturer seeks agent for pharmaceutical products, agricultural and household pesticides, veterinary products. F. Joh. Kwizda, Chem. Fabrik, Dr. Karl Lueger Ring 6, Vienna I. WTD 10/23/63. I.R. 275.★

281 Industrial Chemicals

★★AUSTRIA—Trade Mission

Manufacturer seeks importer for 10 types of dental cement. A. Platzer OHG, Joergerstrasse 45, Vienna XVIII. I.R. 319.

283 Drugs

★★AUSTRIA—Trade Mission

Manufacturer of pharmaceuticals seeks arrangement with U.S. manufacturer for reciprocal import and sale of ethical drug products. As alternative would consider U.S. distributor. Remac, Ferdinand Fischleder, Deublergasse 11, Vienna XXI. I.R. 273.★

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

★★AUSTRIA—Trade Mission

Manufacturer/wholesaler wishes to export cosmetic products. Wiag Import Export, Anzengrubergasse 30, Vienna V. I.R. 346.

Company desires to sell ingredients to cosmetic manufacturers. Remac, Ferdinand Fischleder, Deublergasse 11, Vienna XXI. I.R. 273.★

Manufacturer/wholesaler wishes to export cosmetic products. Wiag Import Export, Anzengrubergasse 30, Vienna V. I.R. 346.

FRANCE—Toilet preparations, specialties: "Aqua-Derma" (skin beauty lotion, anti-wrinkles, cleanser); "Vitanic" (hair and scalp reconditioner); "Vita-Soap" (special foam soap); "Anhydrosic" (face and massage tonic lotion); "Vita-Skin" (after-shave, anti-insects preparation). Direct or through agents. Aqua-Derma, Boite Postale No. 10, Bergerac, Dordogne. WTD 11/19/63.

306 Fabricated Rubber Products

★★AUSTRIA—Trade Mission

Manufacturer seeks local agents who will purchase on own account rubber goods such as shoes, boats, mattresses, rubber bands. Willing to grant exclusive representation. Will offer goods c.i.f. landed N.Y. Semperit Gummiwerke AG, Helferstorferstrasse 9-15, Vienna I. WTD 3/25/63. I.R. 302.★

314 Footwear

★★AUSTRIA—Trade Mission

Manufacturer wishes to export ski boots. Humanic, Annenstrasse, Graz, Styria. I.R. 387.

322 Glass, Glassware

★★AUSTRIA—Trade Mission

Manufacturer seeks outlets for hand blown, hand painted Christmas ornaments. Eggeling & Co. OHG, Hintere Zollamtsstrasse 17, Vienna III. WTD 12/9/60. I.R. 348.

339 Primary Metal Industries

GERMANY—Fittings for railroad cars. Rud. Schluckebier & Co. KG., Postfach 444 or 20 Im Muehlenwert, 58 Hagen-Haspe. WTD 11/8/63.

342 Cutlery, General Hardware

GERMANY—Household knives, forks; pocket, work knives, work scissors. Rolf Walter Buechel, Schliessfach 36 or 221c Merscheider Strasse, 565 Solingen-Merscheid. WTD 11/6/63. For prospectus write: BIC, Rm. 6311, Department of Commerce, Washington. D.C., 20230.

Builders, cabinetmakers' hardware including cabinet, door locks. Gebr. Weyersberg KG., Postfach 920 or 29 Wilhelmstrasse 565 Solingen-Ohligs. WTD 11/21/63.

355 Special Industry Machinery

ARGENTINA—Sugar mill operators offering food dehydrating equipment, food packaging machinery for use in establishing plant to process dehydrated potatoes. Compania Azucarera Concepcion, S.A., San Martin 662, Buenos Aires.

GERMANY—Strip-binding machine for wooden sleepers with all-automatic one-lever control, telescopic lifter, roller way, slide way. Rud Schluckebier & Co. KG., Postfach 444 or 20 Im Muehlenwert, 58 Hagen-Haspe. WTD 11/8/63.

356 General Industrial Machinery

FINLAND—Steel gears, unmounted or mounted in iron gear housings, used in a wide variety of purposes, such as lumber or paper mills, steel mills, ferry boats, conveyers as well as gear transmission, reduction transmission, reduction gear housings. Manufacturer seeks agency, distributors, preferably on a territorial basis encompassing large areas, New England, Midwest. Southeastern States. V. Kumpulainen OY, Tinasepantie 17, Helsinki.

358 Service Industry Machines

★★AUSTRIA—Trade Mission

Manufacturer interested in importer or agent for infra-red baking and roasting oven. I M E, Itzlinger Hauptstrasse 37, Salzburg, I.R. 391.★

394 Toys, Amusement, Sporting Goods

★★AUSTRIA—Trade Mission

Manufacturer seeks agents to sell "Skibob," skis fitted to a kind of bicycle frame providing a combination vehicle with features of both skis and bobsled. Eduard Swoboda, St. Poelten, Lower Austria. I.R. 350.★

Manufacturer seeks distributor for full line of rubber and plastic beach and camping articles: folding boats, air mattresses, life preservers, inflatable pools, etc. Semperit, Helferstorferstrasse 9-15, Vienna I. WTD 3/25/63. I.R. 353.★

395 Artists' Materials

SWITZERLAND—Fine artist oil-colors in tubes, SAX brand. SAX-FARBEN Ag., Lack- und Farbenfabrik, Urdorf/ ZH. WTD 11/25/63.

399 Manufacturing Industries

★★AUSTRIA—Trade Mission

Wholesaler desires to export small gift items either directly to department stores or through agents; for example, midget flash lights to attach to car key. Chemofopa Aussenhandel, Kollergerngasse 4, Vienna VI. WTD 6/5/63. I.R. 374.

★★ SWITZERLAND—Trade Mission

Manufacturer seeks agent to sell line of plastic and pyrex giftwares, miniature animals, earrings, paper weights. Pierre M. Elpidine, Boulevard d'Yvoy, Geneva. I.R. 195.

739 Business Services

★★AUSTRIA—Trade Mission

Firm acting as buying office offers services for assisting clients to identify, sample and purchase merchandise from Austria. H. Bohmer, Fischerstiege 10, Vienna I. WTD 5/22/59. I.R. 303.★

Former U.S. textile manufacturer offers assistance as manager, buyer or representative. Particularly interested in consumer durables, room air conditioners, textile or plastic producing equipment. Vilko Laric, Goldschmidgasse 2, Vienna I. WTD 12/11/58. I.R. 272.

Wholesaler will act as buying agent for companies in consumer goods field. Egon Altmann, Ghegagasse 29, Graz, Styria. I.R. 366.

Air conditioning gear asked by Uruguay

The Administracion General de las Usinas Electricas y los Telefonos del Estada, Montevideo has announced tender No. 5464/63 for the installation of summer air conditioning systems in Pocitos and Aguada Telephone Exchanges with a bid deadline of January 15.

The equipment requested includes an air cooling battery, a refrigeration compressor and the corresponding condenser, connection ducts, a complete automatic controls system, and electric installation.

Bids must be submitted separately for Aguada and for Pocitos Telephone Exchanges.

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the G.I.E.C. Division, B.D.S.A.. Rm. 4022, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Soil exploration work needed in Mozambique

Junta Provincial de Povoamento de Mocambique—Missao de Fomento e Povoamento de Zambeze, Tete, Mazambique, has asked bids for the sub-soil exploration work by depth sounding:

1) in the coal basin of Mucanha-Vuzi;
2) in the site for damming the Cahora-Bassa gorge on the Zambezi river.

Bids are to be submitted in Portuguese by 3:00 P.M. on January 21, 1964, to the Missao de Fomento e Povoamento do Zambeze, Tete, Mozambique. A qualifying deposit of 40,000 escudos (US $1,400) in cash or bank draft must be made to the order of the Secretario Provincial Presidente da Junta Provincial de Povoamento, Lourenco Marques, (Av. 5 de Outubro No. 60 2nd Floor). Original bid deadline was set on September 24, 1963.

Bid terms and specifications may be obtained on payment of 50 escudos (US $1.75), exclusive of airmail postage, from the Missao de Formento e Povoamento do Zambeze and its offices in Lourenco Marques or Tete (in Mozambique) or even in Lisbon, Portugal, (Av. dos Estados Unidos da America no 97 and 12th floor.)

New Zealand requests steel transmission towers

The Secretary, Tenders Committee, New Zealand Electricity Department, Wellington, invites bids for the supply and delivery of 94 galvanized steel transmission line towers for the New Plymouth-Stratford 110 kv Line comprising: 80 standard suspension towers, 10 angle suspension towers and 4 heavy strain and dead end towers.

The bid deadline is 4:00 p.m. January 21, 1964. A telegraphic tender addressed to "Tender No. 428, Waterpower, Wellington" will be considered providing that the telegram states the total price and is handed into any telegraphic office not later than the closing time stated above. In this case a formal tender should be submitted as soon as possible.

A copy of the plans and specifications is available on loan to interested firms in the United States from the Building Materials and Construction Industries Division, BDSA-306, Room 4014, U.S. Dept. of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3601).

Mexican firm seeks nuclear equipment for research center

A Mexican firm, Representaciones Electronicas y Nucleares, S.A. is seeking U.S. sources of supplies for various kind of nuclear equipment and facilities. This request is in conjunction with the proposed purchase of equipment for a Mexican Nuclear Research Center to be erected by the Mexican National Nuclear Energy Commission (Comision Nacional de Energia Nuclear). According to reports, the total purchasing amount may be US$4 million.

A list of equipment and facilities required is available from BDSA, Rm. 4203, Department of Commerce, Washington, D.C., 20230, attn: Mexico—Atomic.

Interested firms may write directly to: Representaciones Electronicas y Nucleares, S.A., Berlin 31 (201) Mexico, D.F.

New Books and Reports

***World Who's Who in Commerce and Industry (13th Ed.).* Published by Marquis—Who's Who, Inc. Chicago, 1963. 1,464pp. $22.10.**

Contains 23,000 alphabetically-arranged thumbnail sketches of key men and women in every nation engaged in international trade and finance. Sketches include date of birth, parents, education, marital status and children, career and position details, civic activities, club memberships, and home and office addresses.

The smaller, second portion of the book consists of an indexed catalog of selected principal businesses, and provides cross reference from the concern to the executive when only the firm name is known.

Copies of this valuable reference work may be ordered from Marquis—Who's Who, Inc., 210 East Ohio Street, Chicago, Ill., 60611.

***The Market for Automatic Vending Machines in the United Kingdom.* Published by the U.S. Dept. of Commerce, Washington, D.C. November, 1963. 35pp. 20¢.**

This booklet, compiled by the Business and Defense Services Administration, describes: social and economic market factors in the U.K.; the U.K. vending industry; distribution; trade promotion and advertising; the market for U.S. products; and an economic profile of the U.K.

Copies can be ordered from the Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

***An Outline Survey of Possible Industrial Opportunities in the Rhodesias and Nyasaland.* Federation of Rhodesia and Nyasaland. Published by the Government Printer at Salisbury, Rhodesia. 1963. 258pp. and appendices. No price listed.**

This is the 10th report of a series titled "Opportunity for Industry in the Rhodesias and Nyasaland." It represents the findings of a survey of opportunities for secondary industry begun in 1962 and conducted by the Federal Ministry of Commerce and Industry.

In a foreword to the volume, the Minister of Commerce and Industry frankly admits that the withdrawal of Nyasaland from the Federation adversely affects many of the possibilities for local manufacture described in the survey. Apart from this, however, the survey discloses a wealth of technical information of value to potential investors.

Requests for a copy of the survey should be addressed to the Minister of Commerce and Industry, Federal Ministry of Commerce and Industry, Salisbury, Federation of Rhodesia and Nyasaland.
C.W.V.

***Directory of United States Investment in Australian Manufacturing Industry.* 1962. Australian Trade Commissioner, 630 Fifth Ave., New York 20, N.Y.; or from Australian Trade Commissioners in Chicago, San Francisco, and Los Angeles. 108pp. Free.**

For U.S. firms having subsidiaries, joint ventures, or a licensing arrangement in Australia, shows U.S. firm alphabetically, its Australian associate, and product or industry involved; indication of those Australian firms in which U.S. firms have a financial interest.

***The Revolution in U.S. Taxation of Foreign-Source Income: The Revenue Act of 1962.* Business International, 757 Third Ave., New York 17, N.Y. 1963. 20 pp. $30.**

Outlines steps that international firms may be able to take to mitigate the impact of foreign source income provisions of the Revenue Act of 1962. Among techniques discussed are use of new Export Trade Corporation, use of the minimum distribution "escape hatch," exporting through a Western Hemisphere trade corporation, and use of a Puerto Rico corporation.

***Handbook of African Economic Development.* Guy Benveniste, et al. 1962. Frederick A. Praeger, Inc., 64 University Pl., New York 3, N.Y. 176pp. $5.50.**

Discusses principal external factors important in Africa's economic development: Foreign government assistance in men and money, foreign investment, and trade. Examines effect on African economic development of past assistance, investment, and trade; steps taken to modify these external factors. Considers effectiveness of existing and proposed actions in light of African attitudes and aspirations.

***The International Yellow Pages.* Published by International Yellow Pages, Inc. Rochester, N.Y. 1963. 1,694 pp. $25 (Soft cover: $20).**

A country-by-country listing of 530,000 firms dealing in 2,900 product categories throughout the world. The first edition of what is planned as an annual worldwide classified telephone directory, is indexed in 4 languages—English, French, German and Spanish. All telephone numbers are scheduled to be rechecked each year.

The book's 125 countries and political entities range from the U.S. and the USSR to Hong Kong and the Vatican.

The numbers of all embassies and consulates maintained in the various countries are listed, as well as the international telephone call charges from each nation to other spots around the globe.

Copies can be obtained from International Yellow Pages, Inc., 1151 Midtown Tower, Rochester 4, N.Y. Phone: HA 6-1290.

***West African Directory, 1963-64.* Thomas Skinner & Co. (Publishers) Ltd., London. 624 pages with separate map of West Africa. $7.**

This is the second annual edition, revised and up-dated, of a very useful business directory covering both French- and English-speaking areas of West Africa from Senegal to Cameroon along the coast, and as far inland as Mali and Niger.

Tab-indexed sections for each country provide full geographic, political, commercial, financial, and economic background information, foreign trade statistics, tourist and travel information, and a complete classified directory to business firms. Data presented is comprehensive and current, even for areas such as Gambia, Portuguese Guinea, and the off-shore islands for which alternative sources of business information are extremely scarce.

Separate sections on shipping and air services list carriers, agents, schedules, ports, and airports. A classified directory of foreign firms exporting to West Africa is also included.

Copies may be ordered from the publisher's offices in the United States at 111 Broadway, New York 6, N.Y. **A.W.**

☆ U. S. GOVERNMENT PRINTING OFFICE 1963—701950/23

Calendar *for international traders*

December

17—Memphis World Trade Club—Christmas Party, Variety Club, **Memphis, Tenn.**

17—Mid-South Exporters' Roundtable—Bill & Jim's Restaurant, **Memphis, Tenn.** Program: "Central American Trading Opportunities for Mid-South Exporters."

18—Lafayette Conference on Exports, University of Southwestern Louisiana, **Lafayette, Louisiana.** Sponsored by: University of Southwestern Louisiana; Regional Export Expansion Council, Greater Lafayette Chamber of Commerce; Small Business Administration; New Orleans Field Office, U.S. Department of Commerce.

18—Export Trade Seminar, **St. Louis, Mo.** Sponsor: Graduate School of Business Administration Marketing Assn., Washington University. Commerce Speaker: L.E. Scriven, Executive Director, Export Expansion Councils.

18—Monthly Dinner Meeting of the World Trade Club of the Greater Providence Chamber of Commerce, Pawtucket Country Club, **Pawtucket, R.I.**

19—Dinner Meeting of Foreign Commerce Club of Boston, Hotel Somerset, **Boston, Mass.**

January

7—Regular Monthly Luncheon Meeting of the World Trade Committee of the Dallas Chamber of Commerce. Dallas Athletic Club, **Dallas, Tex.** Subject: Planning a Trade Mission From Dallas to Mexico.

9—International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.** Speaker: Ed Lamb, Chairman of the Board, Seiberling Corporation.

9—"E" award ceremony—Thew Shovel Company, Lorain, Ohio. Luncheon and presentation at Oak Hills Country Club, **Lorain, Ohio.** Roy L. Morgan, Director, Office of Field Services, speaker and presentor. Edwin C. Higbee, Director, Cleveland Field Office, master of ceremonies. Attendance by Mayors of Lorain and Elyria, other civic leaders, officials of Chambers of Commerce, and Thew officials. Invitational.

13—Seminar: U.S. Investment in Greece. **New York, N.Y.** Sponsors: American Management Assn. and the Industrial Development Corporation of Greece. Commerce Speaker: Eugene M. Braderman, Deputy Asst. Secretary for International Commerce.

15-26—National Motor Boat Show, New York Coliseum, **New York, N.Y.**

16—"E" award ceremony—E. W. Bliss Company, **Canton, Ohio.** Speaker: Herbert W. Klotz, Assistant Secretary for Administration. Plant visit—8 A.M. to 10 A.M.; 10 A.M. to 11 A.M.—radio tape WHBC; 11:30 A.M. to 12.30 P.M.—press conference—Onesto Hotel; 12:30 P.M.—luncheon—Mergus Restaurant. James Morton, Special Assistant to the Secretary for Public Affairs, also attending.

17—Rotary International, **Canton, Ohio.** Noon meeting. Speaker: James G. Morton, Special Assistant to the Secretary for Public Affairs.

18—The 10th Export Expansion Conference, Cleveland Field Office, in cooperation with Cleveland Regional Export Expansion Council at the Cleveland Field Office, Federal Reserve Bank Bldg., **Cleveland, Ohio,** 10:00 a.m. to 4:00 p.m.

19-24—31st Annual Convention, Association of Wiping Cloth Manufacturers, **Bal Harbour, Fla.** Speaker: Marion Leonard, Director, U.S. Department of Commerce Field Office, **Miami, Florida.**

21—Businessmen's Consultations with members of the U.S. Trade Mission to Austria-Switzerland, **Portland, Ore.** Sponsor: Department of Commerce, Portland Field Office.

21—Businessmen's Consultations with members of the U.S. Trade Mission to Malaysia-Hong Kong, **Philadelphia, Pa.** Sponsor: Department of Commerce, Philadelphia Field Office.

22—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Seattle, Wash.** Sponsor: Department of Commerce, Seattle Field Office.

22—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Chicago, Ill.** Sponsor: Department of Commerce.

22—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **Los Angeles, Calif.** Sponsor: Department of Commerce, Los Angeles, Field Office.

22—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Richmond, Va.** Sponsor: Department of Commerce, Richmond Field Office.

23—Businessmen's Consultations with members of U.S. Trade Mission to Austria-Switzerland, **San Francisco, Calif.** Sponsor: Department of Commerce, San Francisco Field Office.

23—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Dallas, Texas.** Sponsor: Department of Commerce, Dallas Field Office.

23—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia- Hong Kong, **Birmingham, Ala.** Sponsor: Department of Commerce Field Office.

24—Businessmen's Consultations with members of U.S. Trade Missions to Austria-Switzerland and Malaysia-Hong Kong, **St. Louis, Mo.** Sponsor: Department of Commerce, St. Louis Field Office.

24—World Trade Luncheon, **University City, Mo.** Sponsor: University City Chamber of Commerce and St. Louis Field Office, Dept. of Commerce. Speaker: E. E. Schnellbacher, Assistant Director, Bureau of International Commerce.

24—Businessmen's Consultations with members of U.S. Trade Mission to Malaysia-Hong Kong, **Atlanta, Ga.** Sponsor: Department of Commerce, Atlanta Field Office.

27—Plant Engineering & Maintenance Show opens at Public Auditorium, **Cleveland, Ohio,** Plant Engineering & Maintenance Conference opens with 51 sessions, 78 speakers, 15 roundtables scheduled.

27—World Trade Luncheon, **St. Louis, Mo.** Sponsor: Traffic Club of St. Louis; World Trade Club; Chamber of Commerce, St. Louis REEC, U.S. Dept. of Commerce Field Office. Speaker: E. E. Schnellbacher, Assistant Director, Bureau of International Commerce.

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